Board of Trade Journal

Volume 198, No. 3803 Published by Her Majesty's Stationery Office 4 February 1970

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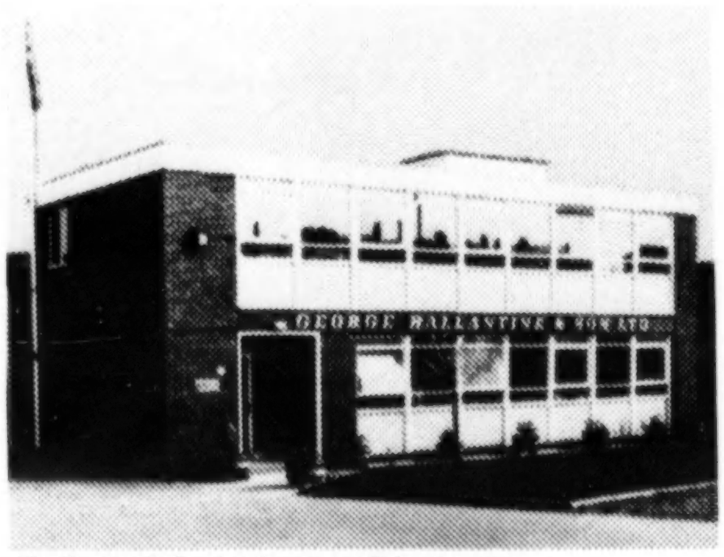
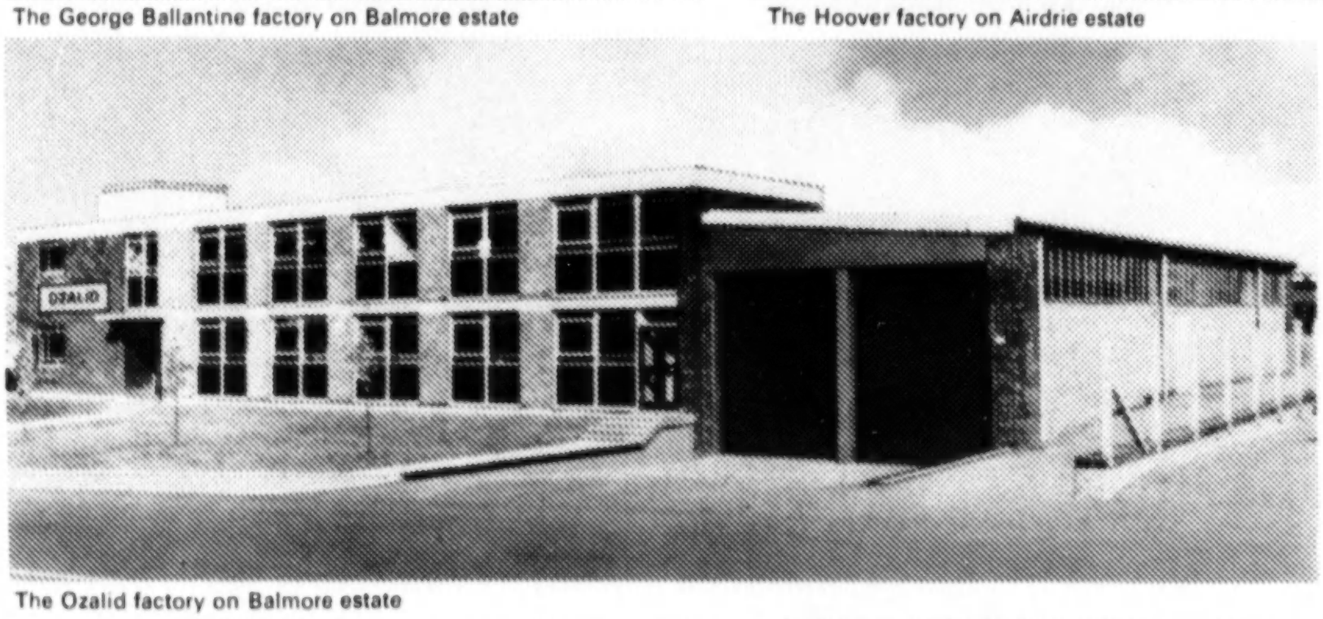
Over One Million sq.ft. of NEW Factories erected in Scotland

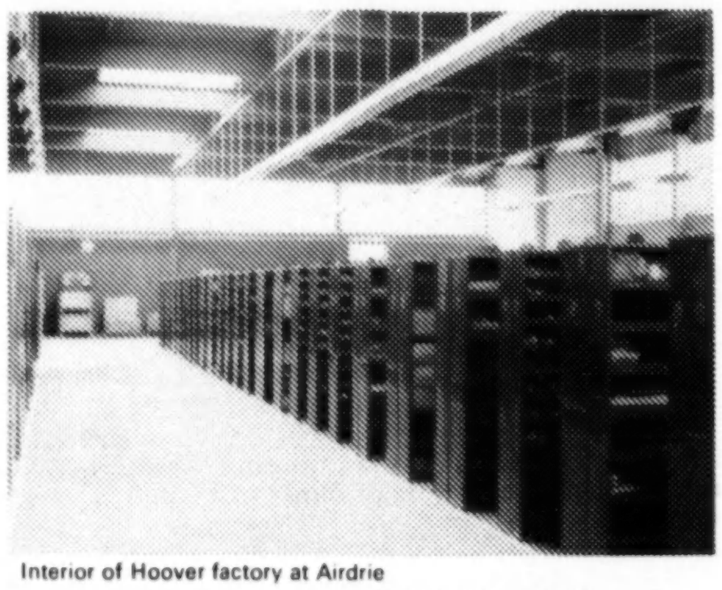


The George Ballantine factory on Balmore estate

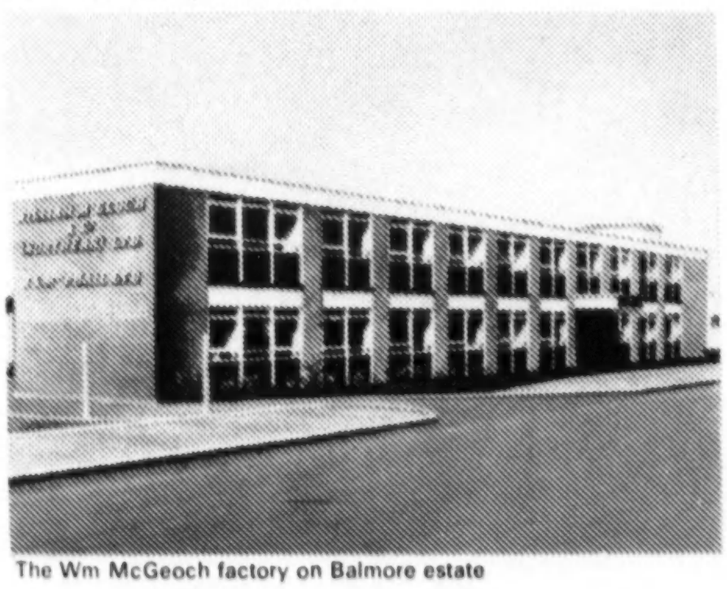
The Hoover factory on Airdrie estate



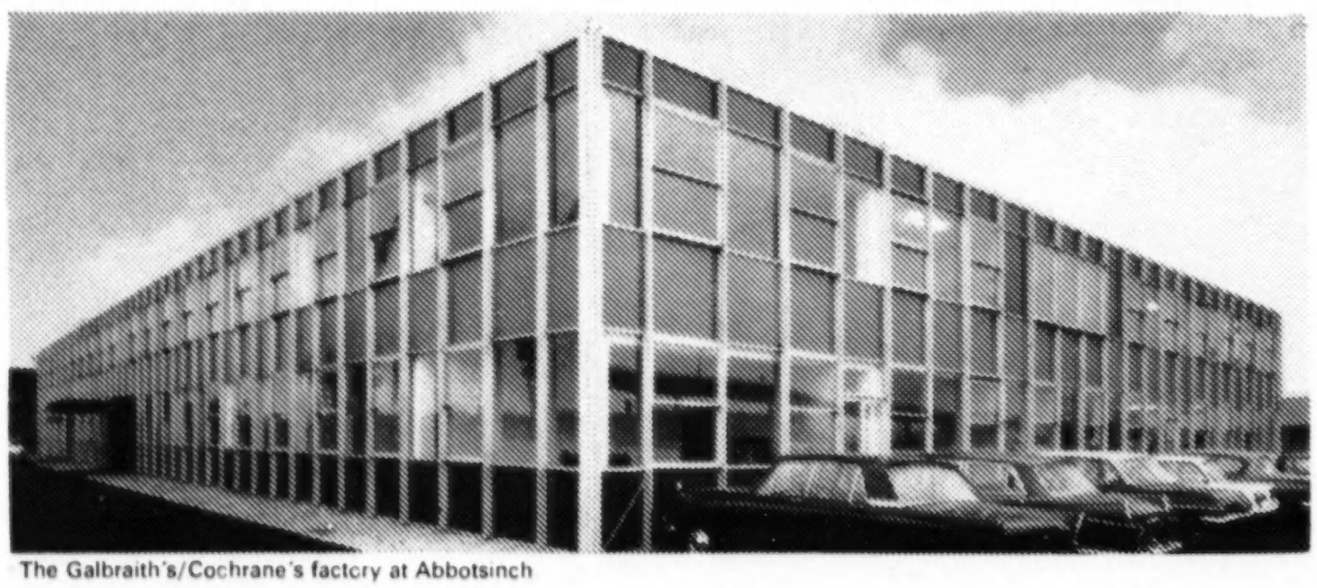
The Ozalid factory on Balmore estate



Interior of Hoover factory at Airdrie



The Wm McGeoch factory on Balmore estate



The Galbraith's/Cochrane's factory at Abbotsinch

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Front cover photograph

British European Airways new all-cargo aircraft, the Merchantman, is now in service and BEA are expected to add another machine to their fleet shortly. Aviation Traders (Engineering) Ltd. – ATEL – designed the Merchantman as a conversion of BEA's well proven Vanguard aircraft with a 139-in. by 81-in. cargo door installed in the forward fuselage. Conversion of the Vanguard was carried out by ATEL at their Southend Airport engineering base. Apart from the cargo door, which is hydraulically operated, the conversion includes a specially strengthened floor consisting of machined sections, stressed to withstand the weight of freight pallets and a cargo conveyor system. Entry into service of the Merchantman on BEA's routes will add a new dimension to their services by providing more capacity in the increasingly important air cargo field. At least nine Vanguards, at present in service with BEA, are to be converted. It is believed that the Merchantman will be the most economic cargo aircraft available in Europe.

ATEL, the civil aerospace engineering arm of the Air Holdings Group, specialize in major conversions of aircraft for change of role. They offer the same conversion for 10 ex-Air Canada Vanguards, now offered for sale by ATEL's parent company, Air Holdings Ltd.

LATE ANNOUNCEMENTS

BoT export organization: correction

On page 273 of this issue the title of the B.o.T. Division referred to on the 6th line from the foot of the page should read 'Export Planning and Development Division'.

Restrictive Trade Practices Act announcement: correction

On page 281 of this issue the final heading reading 'Guidance notes' should be omitted and 'Authorities specified in Part II of the Schedule' substituted.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemical industries production (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	21 Jan. 1970
N. Ireland (M)	28 Jan. 1970
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	14 Jan. 1970
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	5 Nov. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	28 Jan. 1970
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	14 Jan. 1970
Cinema admissions and takings (M)	14 Jan. 1970
Film rentals charged to exhibitions (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	21 Jan. 1970
Foreign trade:	
Commonwealth trade	7 July 1968
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	5 Nov. 1969
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos.	7 Jan. 1970
Value of overseas trade (M)	21 Jan. 1970
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	7 Jan. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	This week
Industrial building (Q)	28 Jan. 1970
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	28 Jan. 1970
N. Ireland index (M)	28 Jan. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
Production (M)	14 Jan. 1970
Motor industry:	
Car and commercial vehicle production (M)	14 Jan. 1970
Motor trades turnover (M)	14 Jan. 1970
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
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Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
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N. Ireland index (M)	28 Jan. 1970
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Movement at UK ports (M)	28 Jan. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
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Industry's stocks (Q)	21 Jan. 1970
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Retail (M)	14 Jan. 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
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Clothing and textile orders and deliveries (M)	28 Jan. 1970
Cotton production (M)	28 Jan. 1970
Wholesale houses sales (M)	28 Jan. 1970
Wool exports (Q)	19 Nov. 1969
Wool output	28 Jan. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1968
Index nos. (M)	21 Jan. 1970

Board of Trade Departments, etc.

Subjects	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	14 Jan. 1970
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

SUBSCRIPTIONS.

ADVERTISEMENTS

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Shipping to the Mid-Continental United States costs less via Baltimore

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Brussels, Belgium David K. Tosic, Mgr.
Shell Building, 60 Rue Ravenstein;
Phone: 13.01.49
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PORT OF BALTIMORE

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Charles I. Hughes, Director of Trade Development

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The address of the London office is:
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The Institute of Export, Export House, 14 Hallam Street, London, W1. Tel: 01-636 6761

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The Board of Trade's export organization for the Seventies

BY THE RT. HON. ROY MASON, PRESIDENT

The President referred to the reorganization of the export work of the Board of Trade in opening the debate on the Export Guarantees and Payments Bill in Parliament on February 2. This article spells out the changes in more detail.

THE BOARD OF TRADE'S export services have been given a major overhaul to fit them for the tough commercial challenges we expect of the 1970s.

From now on we shall be helping businessmen by an improved organization. This will link our home-based export services more closely with experts in London on commercial policy and the affairs of individual countries and with the Diplomatic Service overseas. All of them will be working to strategies for helping exporters that will be adapted to the changing needs of the various markets and exporting firms.

There is clearly a need to put our services to exporters on to a more selective basis. We are investing a lot of public money in export promotion and we want to get the best value out of it.

At the same time we will be improving our flow of information to industry, drawing on the latest computerized techniques. And we shall be working hard to improve our organization centrally and in the regions to make our contact with industry much closer.

Until now the record of the Board of Trade export services has been second to none in the world. Indeed a number of our foreign competitors have told me how much they envy them.

World competition will increase

But the competition in the world market places is bound to increase in the last quarter of the 20th century as travel becomes quicker and cheaper and trade barriers come down. And we cannot afford to be complacent. Fortunately we have been able to adapt our organization fairly rapidly because of two factors.

We have had the advantage of a thorough but speedy report by a team of three experts whom my predecessor appointed last year to examine the structure, staffing and method of working of the department's export services. Sir Hector McNeil, chairman of Babcock & Wilcox and lately chairman of the Export Council for Europe; Professor Elliott Jacques of Brunel University, an authority on management organization, and Mr. William Nicoll a senior Board of Trade official with wide overseas experience.

Meanwhile the Committee headed by Sir Val Duncan were completing their study of Britain's overseas representation. Their report inevitably had much to say on the commercial side of embassy duties. Among other things it called for 'a meaningful dialogue' on export policy between Posts overseas and the departments and exporters at home. The report also supported the Board of Trade's proposal to introduce data processing of the commercial intelligence gathered abroad to speed it to the export manager's desk.

These two reports culminated in a third factor – the decision of the Prime Minister to ask the Board of Trade to concentrate much more of its time on export promotion and overseas trade. (The Government have taken note of suggestions made from time to time that their various export services should be 'hived off' to some outside agency; but we have now firmly decided that export policy and promotion cannot realistically be separated from commercial policy and relations with other trading nations, which must be handled by Government. It is the commercial experts' role to break down trade barriers and search out new trade; it is the job of the export services then to help and encourage British firms to take advantage of these opportunities. You cannot really divorce one of these tasks from the other: the practical connections between them are too close.)

Government expenditure on export promotion has risen from about £1 million in 1964/65 to over £6½ million in 1969/70 so it is right that we know as far as possible that we are spending that money wisely.

Closer contacts with industry

Few of us need reminding these days of the speed at which the world is changing and we are determined to keep abreast of developments by improving our contact and discussions with industry.

We shall do it by increasing the status and responsibilities of our Regional Export Offices and raising the standard of the representation. These men will try to maintain a close 'client relationship', to know businessmen in their area on a much more intimate basis.

But at the same time there are big changes centrally and at the top. Details of these and the changes in the Regions are shown on the chart.

Most of my own time will, in fact, go on export promotion. Last year I went to Helsinki, Geneva and Oslo, and I have recently returned from Bangkok, Manila, Kuala Lumpur and Singapore.

Working closely with me on export will be Lord Brown who has concentrated on this field since coming to the Board of Trade in 1964.

Before coming into the Government Lord Brown was himself an industrialist – he was managing director of Glacier Metal – and he has co-operated in the past with Professor Jacques on some extensive studies of management problems. So he is clearly no stranger to commercial life outside Whitehall.

On the official side the Permanent Secretary will be supported by two Second Secretaries on the export work. They will be responsible between them for seven Divisions headed by Under-Secretaries.

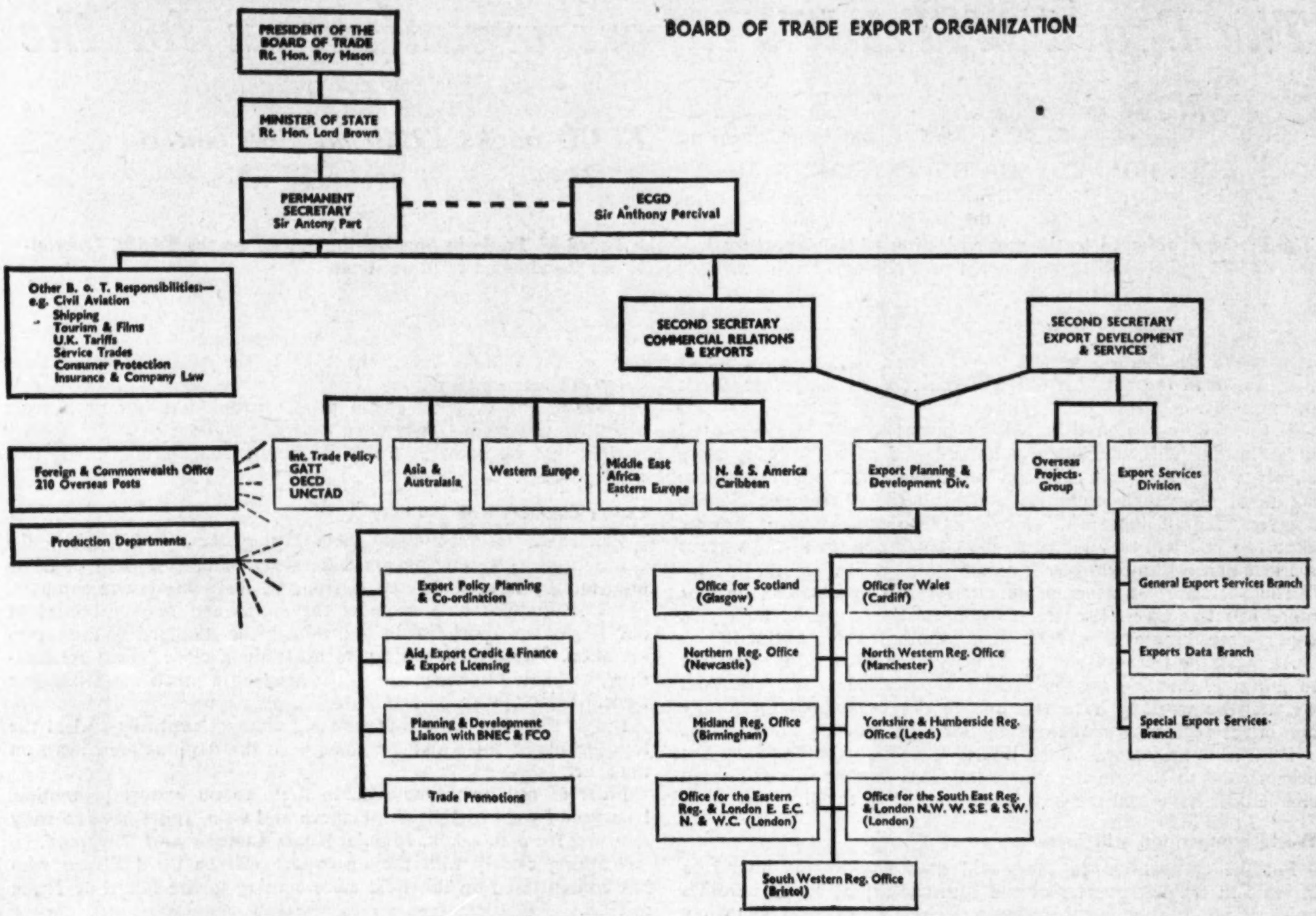
The *Commercial Policy Division* will continue to formulate broad policy as well as dealing with international trade organizations such as GATT, OECD and UNCTAD.

Next there will be *four Country Divisions* reorganized on a new geographical basis and responsible for commercial relations with Western Europe (including the Board of Trade's share in preparing for negotiations for our entry into the EEC and taking part in them when they begin); Eastern Europe, the Middle East and Africa; the Far East; and the Americas. Here is an example of the change in strategy I mentioned earlier. Of course no one in the Board of Trade is going to forget our close links with the Commonwealth trade as a whole; but it is surely realistic to consider trading policies and opportunities region by region and to adapt our export services accordingly.

Then comes an *Export Planning and Developing Division* responsible to both Second Secretaries. It will have a co-ordinating function and will recommend priorities for export promotion programmes. It will run trade promotions, trade fairs, store promotions and other features we have developed in recent years to bring British goods to the attention of buyers overseas. One of the prime

(Continued on next page)

BOARD OF TRADE'S EXPORT ORGANIZATION, *continued*



functions of the division will be swift reaction to new ideas for export promotion and the development of additional services to assist exporters.

Finally the division will be responsible for liaison with ECGD on credit policy; relations with the Foreign and Commonwealth Office and the British National Export Council and liaison with the Committee on Invisible Exports.

The next major feature of the organization is the *Overseas Projects Group*, a development which I believe has great potential.

Its object is to help British consultants and industry to go for the really 'big fish' – the major capital contracts abroad for perhaps a dam, an airport or a power station complex. Although still in its early days the Group has already played a part in capturing some major overseas contracts. The fact that the Government is itself often the 'national user' in this country and can vouch for the system being recommended is invaluable.

The Group has also built up a system of contacts within each of the publicly-owned industries in this country, such as London Transport and the National Coal Board, ready and willing to offer similar know-how and experience in other major overseas contracts that present themselves. Inevitably this is a long haul operation for it often takes two or three years for a major contract to go through its planning and financial sanction stage, but I am convinced the Overseas Projects Group will increasingly demonstrate its value.

Finally comes the largest element in the organization – the *Export Services Division*. This will have three branches at Headquarters: one providing basic data, another general export services and a third co-ordinating the work of Headquarters, including special services, with Regional work. It will also be responsible for the Regional Offices of the Board.

Its general services will be organized on an industry-by-industry basis. It will keep close contact with the Ministry of Technology and other sponsor Departments.

These arrangements will provide an important channel for the flow of information between industry at home and our embassies abroad and will report on specific export opportunities which diplomatic posts identify and need urgent follow-up action.

The General Export Services Branch will advise on overseas markets and will be in a position to take an overall view of the export prospects of each of our major industries.

The Export Data Branch will run the computerized export intelligence service which, as Lord Brown announced on January 5, is to begin in June 1970. This service will have little to challenge it anywhere in the world: an exporter will be able to receive on his desk inquiries tailor-made to his business within 48 hours of their receipt from our diplomatic and commercial staff overseas. In this connection I should mention that virtually all our larger overseas posts are now equipped with Telex facilities and the inquiries will be transmitted to the Board of Trade by this method.

The seven regional offices, each under a Regional Export Director – with similar arrangements in Scotland and Wales – will

(Continued at foot of page 275)

Prime Minister tells USA of Britain's balance of payments turn-round

THE TURN-ROUND in Britain's balance of payments position in recent years was stressed by Mr. Harold Wilson, the Prime Minister, in a speech to the Foundation of Automation and Employment in New York on January 26.

Mr. Wilson said:

'When I last spoke, in New York, to the Economic Club, in 1965, it was possible to measure the size of the challenge facing Britain. The balance of payments for 1964 had just been published.

'Taking into account the subsequent adjustments to the figures and also excluding the benefit of the United States debt waiver claimed in that year, the deficit on our balance of payments was £806 million. Our current account deficit was £413 million and our deficit on capital account £393 million.

'In the six months April to September of last year, which were the first two quarters of our current financial year, Britain's balance of payments was running in surplus overall, on capital and current account, an annual rate of some £570 million a turn-round of nearly £1,400 million a year compared with 1964.

'May I remind you that last Spring, the Government set a target surplus for our balance of payments of £300 million for Britain's current financial year ending March 31, 1970.

'On current account alone, taking the visible trade figures which we have for the first three-quarters of 1969-1970, and an estimate of £40 million a month surplus on invisible account for the fourth quarter of 1969, we have so far recorded a surplus on current account of £326 million.

'That represents a turn-round on current account of over £600 million over five years.'

The Prime Minister said he had been interested to see this described by the *New York Times* earlier in the month as a 'major 1969 development that deserved greater world recognition. Britain has made a spectacular economic turn around and has moved into one of the strongest world trading positions in many years.'

The Prime Minister said that many problems still remained, problems which the two countries had in common. He later said that today the British people offered the American people a new special relationship for the '70s – 'a special relationship arriving out of a joint determination to help each other, and to join with others in tackling the pressing urban and social problems we have in common with other advanced industrial countries.'

Mr. Wilson subsequently had discussions with President Nixon in Washington, and on January 26, Mr. Wilson met the Canadian Premier, Pierre Trudeau.

ECGD backs £12.6 million contract for USSR polyester film plant

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract to design, supply and supervise the building of a polyester film plant in the USSR.

The contract, which is worth approximately £12.6 million, is between Simon-Carves Chemical Engineering Ltd. and V/O Techmashimport of Moscow, the Soviet buying organization. The plant, to be erected 100 miles north-east of Moscow, will produce polyethylene terephthalate polymer and convert this polymer into polyester film, and is expected to be commissioned in 1974. The contract, signed on December 12, 1969, took more than two years to negotiate and was won against competition from Japan and West Germany.

The loan, of £9.33 million, to the Bank of Foreign Trade of the USSR (Vneshtorgbank) covers 80 per cent of the United Kingdom goods and services and is being made available by Lazard Brothers & Co. Limited, acting on behalf of a syndicate of banks comprising Barclays Bank Limited, Lloyds Bank Limited, Midland Bank Limited and National Westminster Bank Limited, and is repayable over a period of 12½ years from the date of contract.

Finland is looking for 'good quality' consumer goods

BRITAIN'S PROMINENT position in Finland's trade pattern was emphasized by the recently appointed Finnish Ambassador, Otso Wartiovaara, when he visited Birmingham on January 23.

Speaking at a press conference at the Birmingham Chamber of Commerce and Industry, he said industrial diversification in Finland could lead to increased British exports.

Excellent opportunities existed for sales of good quality, and well-designed, consumer goods.

He welcomed the special efforts being made to increase British exports to his country, aided by FINEFTA.

A British Trade Drive in Finland will be held this year. The drive will involve special promotions in books and cars, participation in the Boat Show and the International Trade Fair in Helsinki, and a British Engineering Week from October 12-16.

New series of country statistics in 'EFTA Bulletin'

BASIC FACTS AND FIGURES about Austria are given in a folder included in the January-February issue of the *EFTA Bulletin*. A complementary article deals with the pattern of trade between Austria and Switzerland.

The folder on Austria is the first of a new series which will give up-to-date statistics of all the EFTA countries in turn. The folder in the next issue of the *Bulletin* will feature Denmark.

Articles on the European Patent Conference, the British development of carbon fibres and EFTA trade in the first nine months of 1969 are included in the current issue of the *Bulletin*.

Copies of this issue can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

BOT's EXPORT ORGANIZATION, *continued*

be charged with the job of maintaining regular contact with exporting firms in their areas – offering advice, the Board of Trade services, information and encouragement at the grass roots.

Of course I am well aware that Whitehall departments can reshuffle their organizations forever and a day without making much impact if they are wrongly directed or chasing the wrong objectives. In this case, however, I am convinced that the Board of Trade export divisions are ready to come to terms with the 1970s confident that they have been reorganized intelligently and effectively on the best possible advice.

It remains the case that one of our main objectives – indeed, the aim of all of us – is to help British exporters deliver the right goods at the right price on time. And also to support, in every way we can, the efforts of those who earn foreign currency from services, those who are generally, but perhaps misleadingly, described as 'invisible exporters'.

We are all here to serve British firms engaged in the very tough business of exporting and that is why we are putting a major effort into this internal reorganization.

We shall need to work closely with our friends both within the Government machine such as the Foreign and Commonwealth Office, the Diplomatic Service abroad and the Ministry of Technology as well as with our friends outside the Government, like the British National Export Council.

Given their collaboration and the same enthusiasm which produced such very creditable results towards the end of the Sixties, I am certain the new Board of Trade export organization will provide an even more effective, imaginative and professional service.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

Winners of BNEC Export Awards for Smaller Firms

THE BRITISH National Export Council announce that the quality of entries for the BNEC 1969/70 Export Awards for Smaller Firms was so high that the Panel of Judges decided to award five Certificates of Export Achievement in addition to the five main prizes.

The prize winning firms are: Allied Colloids Manufacturing Co. Ltd., Bradford (industrial process chemicals); Camber International (England) Ltd., Leicester (jersey knitting machinery); R. E. Ingham & Co. Ltd., Knaresborough (laminated, etc. wood products); KEF Electronics Ltd., Maidstone (hi-fi loudspeaker systems); MacLeod's Tweed Co. Ltd., Isle of Lewis (handwoven Harris tweed).

In addition the following five companies are awarded BNEC Certificates of Export Achievement: M. P. Davis & Sons Ltd., London, S.E.5 (reproduction furniture), Hugh Price & Co., Wrexham (sheepskin leather manufacturers); David Smith & Co. Ltd., Bradford (sheep's wool and wool tops); Sparex Ltd., Exeter (agricultural spares and accessories); The Vapormatic Co. Ltd., Budleigh Salterton, South Devon (parts for agricultural tractors and implements).

The BNEC Export Award Scheme for Smaller Firms was announced in October last year (see *Board of Trade Jurnal*, October 22, 1969, page 1081). By the closing date in December a total of 149 firms had applied. The panel judges consisted of Mr. Peter Tennant the director-general of BNEC, Mr. Richard Hilary, the commercial director of BOAC, Mr. W. O. Campbell-Adamson, the director-general of the CBI, and Mr. Victor Feather, the general secretary of the TUC.

The chief executives of the five winners and five runners-up will receive trophies or certificates on March 4, at the Savoy Hotel, London, from Sir Peter Runge, the chairman of BNEC.

For each of the five winning companies the awards are:

(a) A trophy designed by Richard Negus, design consultant to BNEC.

(b) A two week tour organized by BOAC, including one week in Los Angeles, a day in New York and a week in Bermuda, for the nominated employee of each winning firm and his wife.

To be eligible, companies had to have a payroll not exceeding 200 employees, and exports of not less than £100,000 in the year ended March 31, 1969. In addition, their exports in that year had to be not less than one third higher than in the previous year.

A BNEC spokesman said: 'It is very encouraging that so many smaller firms were able to meet these stiff conditions. In fact the aggregate exports of the 149 applicants were up by no less than 80 per cent – from £21 million in 1967/1968 to £38 million in 1968/1969. This represents exporting at a very high standard of efficiency and enterprise.'

Prizewinners' export feats

Here are details of the export achievement of the winners:

Allied Colloids, with 199 employees, achieved a 131 per cent export sales increase in 1968/69 over 1967/68. Their export volume of specialised chemicals has expanded five-fold over the past three years and they are now represented in 47 countries. Nearly 70 overseas sales visits were made last year.

Camber International, with only 32 employees, increased the value of their export sales of jersey knitting machines by 160 per cent in the year ended March 1969, to a total of more than a quarter of a million pounds. They are now selling to 30 countries compared with four in 1967. Senior technicians from the company made 30 overseas visits in 1969. Their literature is printed in six languages.

R. E. Ingham & Co., developed a new market in Canada for their wood products and formed a joint company in Toronto with an automated production line. In Australia a conference of distributors led to an 'enormous' sales increase. Sales 'Clinics' were held in Europe. Export business increased from £42,000 to £187,000 and three-shift working was introduced to meet the demand. The company has 123 employees.

KEF Electronics, with a total staff of 76, increased export sales of high quality audio equipment by 243 per cent in the last three years against sharp German and Japanese competition. Particular attention was given to maintaining scheduled delivery dates. In 1969, export sales were 60 per cent of production.

MacLeod's Tweed Co., with 16 employees, lifted their overseas business from £45,000 in 1966 to £162,000 in 1969.

'We looked, not for established agents and salesmen, but for the hungry young men of Europe and elsewhere of exceptional character. In addition the company developed a profitable new use for tweed, the upholstering of luxury private aircraft. They also opened a new market in Denmark by persuading Danish furniture makers to use Harris tweed as a furniture fabric.

Winners of Certificates of Export Achievement

The record of the five recipients of Export Achievement Certificates is similarly impressive.

M. P. Davis & Sons Ltd., boosted their reproduction furniture sales in Europe by exhibiting at continental shows and visiting major cities with a mobile showroom. As a result, exports increased from £6,300 in 1968 to £111,000 in 1969.

Hugh Price & Company's exports of £203,000 in 1969 were achieved within only 18 months of establishing their own sales organization. Contracts on hand for 1970 indicate a further large increase.

David Smith & Company's private family company had only negligible exports: in 1967 they engaged an experienced export manager and drew up a three year export sales plan. This led to sales of £118,000 in 1968 and £211,000 in 1969.

Sparex Ltd. won their first large export order four years ago, and now sell to 30 countries. They say: 'Looking back to 1966, it hardly seems possible.' Percentage increases in exports for the last two years were 63 per cent and 157 per cent. The company's managing director, Mr. C. M. Brook, won the 1969 National Young Exporters' Award.

The Vapormatic Company's overseas sales in 1968/69 exceeded half a million pounds, representing 64 per cent of production. Their chairman and export manager spend nine months of the year overseas. Sales are made to 84 countries with associate companies established in seven territories.

Market research seminar on the housewife in Western Europe

A HALF-DAY SEMINAR on 'Export Market Research: The housewife in Western Europe' is to be held by the Market Research Society in London on March 5. It is intended as a sequel to an evening forum held in April last year and is intended for marketing, research, sales and advertising personnel in any organization interested in Western Europe as a consumer market.

Attention will be focused on consumer research and on Western Europe. The emphasis will be on the solution of tangible problems, within a determined overseas market, and among defined target consumers.

Applications to attend the seminar, which will take place from 2.15 p.m. to 6.15 p.m. at Grosvenor House, Park Lane, London, W.1, should be made to The Market Research Society, 39 Hertford Street, London, W1Y 8EP (Tel. 01-499 1913). The convener is Mr. Peter Tyler. The fee is £5. In order to allow full participation from all delegates, the size of the seminar will be strictly limited, possibly to no more than 25 persons. Early response is therefore recommended. Applications should be accompanied by the full amount of the fee.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin') can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 2479/2480).*

Mr. Mason starts first printing press of its type at Barnsley

SWITCHING ON the new printing press for the *Barnsley Chronicle* and *South Yorkshire News*, on January 29, Mr. Roy Mason, President of the Board of Trade, said:

'This Linotype "Newsmaster" web offset machine is the first of its type to be installed in Europe. It is a machine of advanced design and manufacture, it marks a significant step forward in the development of press machinery and is a notable example of British technological achievement.

'The many years' experience of its manufacturers in the field of press development have resulted in a remarkable blend of ingenuity in design, close attention to performance and reliability and the highest manufacturing standards that has led to a machine which will prove itself a leader in productivity, quality in output and dependability.

'At its maximum speed it is capable of producing up to 30,000 papers an hour and its versatility and the quality of its products will appeal to users in many markets.

'Technological progress of this kind is vital to our success in the export field and there is a real need in industry for the continuous pursuit of improvements designed to meet the demands of the customer if we are to match up to the challenge of increasing competitiveness in world markets. The potential export sales of this new machine are, I am sure, very substantial indeed.

'Yorkshire rightly has a reputation for solidarity and good sense: indeed, there is an old saying of a shrewd man that "He is Yorkshire". It is, I feel, entirely in keeping with these qualities that the decision to install the first of these presses in Europe has been taken in Barnsley. The management of the *Chronicle* have shown a commendable enterprise in their decision; and by their willing acceptance of the new machine, the *Chronicle* employees have shown their sensible recognition of the importance of progress and of the benefits that it will bring to the *Chronicle* and to them. I wholeheartedly congratulate both management and employees on this excellent new installation.

'The management of the *Chronicle* have taken a most unusual and praiseworthy step, showing their faith in the superior qualities of this machine, by allowing interested parties to see the machine in operation.

'Other firms would do well to follow their good example. There is no better advertisement for a British product than for prospective customers to see it "delivering the goods" and I am sure that overseas visitors will be impressed not only by the machine itself but by the efficiency of operation for which the staff of the *Chronicle* are so well known.'

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary, and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed transactions to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

(1) Proposed acquisition by Stenhouse Holdings Limited of John Wallace and Sons Limited.
(2) Proposed acquisition by Shipping Industrial Holdings Limited of Landel Trust Limited.

Newspaper mergers—George Outram and Company Limited and Baird and Hamilton Limited

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, announced on January 22, that she has given consent to the transfer to George Outram and Co. Ltd., of the *Hamilton Advertiser, Wishaw Press, Border Telegraph* and the *Peebleshire News* (owned by Hamilton Advertiser Limited), and the *Airdrie and Coatbridge Advertiser* and *Rutherglen Reformer* (owned by Baird and Hamilton Ltd.).

On October 10, 1969 an application for consent under Section 8 of the Monopolies and Mergers Act 1965 was received in respect of these transfers. In pursuance of the requirements of the Monopolies and Mergers Act the matter was referred to the Monopolies Commission on October 17, 1969 for investigation and report.

The report (Report of the Monopolies Commission (H.C. No. 76), published by HMSO, price 4s. net) by the Commission, which was published on January 22, concluded that the transfers might not be expected to operate against the public interest.

George Outram and Co. Ltd., have given an assurance to the Department of Employment and Productivity that they will maintain their existing policy of editorial freedom for newspapers in their group.

Decimalization arrangements for National Insurance Contributions

THE DEPARTMENT of Health and Social Security announce that National Insurance contributions payable from D-Day (February 15, 1971) will be exact or near equivalents of the corresponding £ s. d. contributions and expressed to two decimal places of a pound under Regulations (SI No. 1970/46. 'The Family Allowances, National Insurance, Industrial Injuries and Miscellaneous Provisions (Decimilization of the Currency) Regulations 1970.' Price 6s. 6d. net., HMSO), published on January 28. A leaflet giving advice to employers and insured persons will be available soon at local Social Security offices.

Plessey to expand in N. Ireland

MR. ROY BRADFORD, Northern Ireland Minister of Commerce, confirmed on January 28 that Plessey Telecommunications Group are to expand their production of advanced telecommunication equipment in Northern Ireland. The project involves a 17,000 sq. ft. extension to their Government-built factory at Ballynahinch, Co. Down. Employment is expected to rise from 270 people to 320, of whom over 80 will be men, within three years from the commencement of production in the new extension due for completion towards the end of the year.

The Ballynahinch unit, formerly known as Plessey (Northern Ireland) Ltd., forms part of the Plessey Telecommunications Group, which is a major group of the Plessey Co. Ltd., Ilford, Essex. Production began in the Government's 20,000 sq. ft. factory at Ballynahinch in January 1953. The unit originally manufactured electrical components for the aircraft industry, but is now engaged on the production of telecommunications equipment, including the assembly and wiring of equipment units for the most modern telephone exchange systems.

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Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 18.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Methyl *n*-decanoate	Methyl laurate	December 31, 1970	13373
44.09	Cleft pales, stub-pointed, not less than 3 feet nor more than 6 feet in length, split from stems or branches of sweet chestnut of not less than 4 inches girth	Chestnut pales	July 2, 1970	10041
73.13	Sheets of iron or steel, rectangular or in coils, containing not less than 1% by weight of silicon, whether or not coated, of a width exceeding 500 millimetres but not more than 1,250 millimetres, of a thickness not exceeding 1·6 millimetres	Electrical steel	December 31, 1970	10895
73.15	Sheets of alloy steel, rectangular or in coils, containing not more than 3·5% by weight of silicon as the major alloying element, whether or not coated, of a width exceeding 500 millimetres but not more than 1,250 millimetres, of a thickness not exceeding 1·6 millimetres	Electrical steel	December 31, 1970	10895

Withdrawal of application for anti-dumping duty on PTFE

THE BOARD OF TRADE gave notice on September 24, 1969 that they were considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act 1969, of anti-dumping duties on uncompounded tetrafluoroethylene homopolymer in powder form imported from Italy, the Netherlands and the United States.

The application has now been withdrawn and accordingly the Board of Trade propose to take no further action.

Suspension of anti-dumping duties on stearine from Belgium or Australia

STEARINE IS NO LONGER being exported to the United Kingdom at dumped prices from Belgium or Australia and the Board of Trade, after reviewing the situation, have made an Order suspending the anti-dumping duties on imports of stearine originating in these countries for a period of 12 months. These duties, were imposed from April 14, 1967, by the Anti-Dumping Duty Order 1967.

The situation will be re-examined before the end of this period of suspension. The suspension Order – The Anti-Dumping Duty (Temporary Suspension) Order 1970 – came into force on January 31. Copies of the Order (S.I. 1970 No. 98) are available from HMSO, 49 High Holborn, London, W.C.1 (price 4d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 8d.),

HM Customs and Excise Annual Report

THE ANNUAL REPORT of the Commissioners of HM Customs and Excise for the financial year ended March 31, 1969 was published on January 22 (HMSO Cmnd. 4256, price 16s. 6d.).

Total Customs and Excise net receipts for the year were £4,611 million, representing about 36 per cent of the yield of central Government taxation. Excluding import deposits, net revenue was £4,264 million, an increase of £547 million (almost 15 per cent) over the previous year.

The cost of Customs and Excise administration was £38.7 million, or less than 2¼d. for every £1 collected.

The increase in yield resulted mainly from the increased rates of duty and tax imposed in the 1968 Budget. Most of the rates rose still further in November 1968, when the Chancellor took further measures to curtail demand by imposing a 10 per cent Regulator surcharge on the duties on alcoholic drinks, tobacco and hydrocarbon oils and on purchase tax.

Hydrocarbon oils

Net receipts totalled £1,126.9 million, an increase of more than 16 per cent over 1967-68, and represented 26 per cent of the total. The duty rate on light hydrocarbon oils and on road diesel fuel (derv) was increased by 4d. to 3s. 11d. per gallon in the 1968 Budget, and there was a subsequent increase of 10 per cent on existing rates for all hydrocarbon oils under the November surcharge. Of the total revenue, £780.9 million (over two-thirds) came from light oils, mainly motor spirit, and £246.2 million (over one-fifth) from derv. Consumption of light oils, derv and heavy oils increased by 4.5 per cent, 3.6 per cent and 2.9 per cent respectively.

Purchase Tax

The 1968 Budget increased the existing rates of purchase tax and introduced a fourth and higher rate of 50 per cent on some goods deemed less essential. It also extended the scope of the tax to include tape recorders, all sound records and cinematograph projectors and their accessories. All rates were subsequently increased by one-tenth under the November surcharge. Gross receipts at £973 million showed an increase of almost 30 per cent over the previous year, and represented 22½ per cent of the total. The increase was due mainly to the Budget changes in the rates of tax but also to an increase of 9 per cent in the taxable value of chargeable goods. The largest increases in taxable turnover were in household goods, electrical goods, clothing, and motor cars (even though during 1968 new car registrations by number showed little change from the previous year).

Protective duties

The value of imports, excluding United States military aircraft, increased by slightly over 15 per cent compared with 1967-68. This was due partly to the rise in import prices following the November 1967 devaluation and partly to an increase in the volume of imports of goods. Revenue receipts however remained the same as for 1967-68 at £213.8 million (5 per cent of the total), because the first stage of duty reductions agreed during the GATT Kennedy Round negotiations took effect on July 1, 1968.

Export rebate

Export rebate was abolished for exports after March 31, 1968 generally, but the Revenue Act 1968 provided for rebate to continue on exports under certain pre-devaluation contracts. During the year payments, including some in respect of goods exported prior to March 31, 1968, totalled £43.8 million.

Shipbuilders' relief

Payments of shipbuilders' relief – which continues – amounted to £3.6 million.

Import Deposits

The Customs Import Deposits Act 1968, which came into effect on November 27, 1968, imposed a deposit of 50 per cent *ad valorem* on the majority of imports; the deposits are repaid after 180 days. Gross receipts in the period November 27, 1968 to March 31, 1969 totalled £350.7 million.

Enforcement

Civil litigation resulted in the recovery of nearly £6½ million

arrears of duty and tax and the imposition of nearly £9,500 in costs. Prosecutions for various forms of evasion resulted in the conviction of 1,727 persons and the imposition of fines totalling £122,726. Confiscated goods and currency seizures together realized £391,728. Payments totalling £132,186 were made in cases settled out of Court under Section 288 of the Customs and Excise Act 1952.

Two hundred and seventy-one persons were convicted of offences in respect of the hydrocarbon oil duty, mostly in connection with the misuse of hydrocarbon oils which had not borne the full rate of duty; 212 vehicles were seized in connection with these offences. Duty recovered totalled more than £21,000.

Penalty proceedings for purchase tax evasion were ordered in 100 cases, as a result of which the offenders were required to pay over £77,000 in penalties, costs and compounded settlements, in addition to the arrears of tax.

Penalties totalling over £38,000 were imposed in 254 cases arising from the betting and gaming duties.

Prison sentences ranging up to seven years were imposed on persons convicted of smuggling. There were large seizures of cannabis resin and one major tobacco smuggling incident involved 160,000 cigars. A number of smugglers' vehicles were seized and also two small craft which had been used to carry illegal immigrants. A large number of items were seized following attempts to smuggle goods by post.

Seizures for contravention of import licensing regulations included textiles valued at some £72,000, solid pack apples to the value of £7,000, and about 1,300 tons of butter misdescribed as 'sweet fat' worth about £300,000. In addition to this 1,300 tons, some 5,700 tons declared as 'sweet fat' were seized but the importer contested the seizure.

There were 72 prosecutions for attempts to evade exchange control currency regulations and fines totalling nearly £7,500 were imposed. In one case £2,500 was found concealed in tins of foodstuffs and in another £10,000 was found on a passenger's person.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

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CONSOLIDATED BALANCE SHEET,
31st DECEMBER, 1969

LIABILITIES

	1969 £	£
CAPITAL		
Issued		7,500,000
RESERVE		4,000,000
		11,500,000
PROFIT AND LOSS ACCOUNT ...		1,370,073
		12,870,073
CURRENT LIABILITIES:		
Loans secured on assets of the Company	342,098,557	
Deposits, other liabilities and reserve for contingencies	14,674,510	
Minority interests	45,773	
Proposed final dividend	562,500	
		357,381,340
		£370,251,413

Notes:
(1) There is a contingent liability in respect of Bills re-discounted (excluding Treasury Bills) of £8,093,274 (1968: £15,683,681)
(2) The amount now recoverable in respect of income tax suffered in excess of taxation upon profits to date has been included in Loans and Amounts Receivable.

CURRENT ASSETS	£	£
Cash at bankers and in hand ...		4,330,504
BILLS DISCOUNTED less rebate and reserve:		
British Government Treasury Bills ...	108,757,726	
Commercial and other bills	89,860,484	
		198,618,210
Sterling Negotiable Certificates of Deposit, at less than cost		11,979,403
SECURITIES:		
(a) Quoted, at less than market value: British Government, Corporation, Local Authority and Commonwealth Government bonds ...	125,292,588	
(b) Unquoted, at less than cost: British Corporation and Local Authority mortgages and bonds	12,625,739	
		137,918,327
Other quoted investments at less than market value		3,069,406
Loans and amounts receivable ...		14,132,040
		370,047,890
FIXED ASSETS		
Freehold premises, furniture and fittings at cost less amounts written off		203,523
		£370,251,413

39, CORNHILL, LONDON, E.C.3.

RESTRICTIVE TRADE PRACTICES ACT, 1968

Call up of information agreements

THE FIRST Order requiring certain information agreements relating to prices, terms and conditions of sale to be registered, with a view to possible examination by the Restrictive Practices Court, came into operation on February 1.

Notes of guidance by the Registrar on the registration of information agreements are published below.

If agreements are not registered within the due period, they are automatically void and action may be taken against those purporting to give effect to them.

The Order calling up these information agreements was made because it was judged that agreements to exchange information about prices, etc., could be used as substitutes or near substitutes for price fixing agreements.

Under the Act a wide range of other information agreements could be called up by Order, but are not being called up in this Order.

Among those not now being called up are those relating, for example, solely to costs, quantities of goods produced, processes of manufacture, persons or areas to be supplied. These may be called up by further Order at a later stage.

The registration of Agreements does not mean that they are automatically referred to the Restrictive Practices Court.

The Registrar in accordance with normal practice, always considers for each agreement whether the provisions of the agreement are not of such significance as to call for investigation; and may ask the Secretary of State for a direction that he need not refer the agreement to the Court. In 1969, 52 registered agreements were dealt with in this way.

Copies of the Order, the Restrictive Trade Practices (Information Agreements) Order 1969, No. 1842, are available from HMSO, price 9d.

Introduction

BY VIRTUE of the Restrictive Trade Practices (Information Agreements) Order, 1969 (S.I. 1969 No. 1842) made under section 5(2) of the Restrictive Trade Practices Act, 1968, particulars of certain information agreements now have to be furnished to the Registrar.

Meaning of 'information agreement'

An information agreement is defined by section 5 as an agreement between two or more persons carrying on business within the United Kingdom in the production or supply of goods or the application to goods of any process of manufacture, with or without other parties, being an agreement under which provision is made for the furnishing by two or more parties of information with regard, amongst other matters, to prices for goods or for the application of any process of manufacture to goods or the terms and conditions on which goods are to be supplied or any such process applied.

Meaning of 'agreement'

An agreement is widely defined by the Restrictive Trade Practices Act, 1956 (Section 6(3)) and includes any agreement or arrangement whether or not it is intended to be enforceable by legal proceedings. It may be oral or in writing. It has been held that an arrangement exists where each of two or more parties by actions or words intentionally arouse in each other an expectation that he will act in a certain way.

Information agreements within the Order

Subject to certain exceptions specified in the Order (and referred to in the Appendix to these Notes) the Order applies Part 1 of the 1956 Act to information agreements which relate to, or include provisions relating to, any of the matters specified in Article 3(2) thereto, that is to say:

(a) the prices charged or quoted or to be charged or quoted otherwise than to any of the parties to the relevant agreement for goods which have been or are to be supplied or offered or for the application of any process of manufacture to goods;

(b) the terms or conditions on or subject to which goods have been or are to be supplied otherwise than to any such party or any such process has been or is to be applied to goods otherwise than for any such party.

Thus a buyers' information agreement in which the information furnished relates solely to the prices charged or quoted to buyers who are parties to the agreement would not be covered. Nor would such an agreement relating to terms and conditions.

The terms and conditions referred to in (b) are all terms and conditions on or subject to which goods are supplied or processed and include those dealing with discounts, rebates, delivery charges and such matters.

By whom particulars of agreements are to be furnished

The particulars of an information agreement (or of the variation or determination of an agreement) may be furnished to the Registrar by or on behalf of any party to the agreement. When particulars have been duly furnished by or on behalf of one party to an agreement, the requirements of the 1956 Act in that respect are deemed to be complied with on the part of all parties to it (Section 10(6)).

What particulars of agreements are to be furnished

The particulars to be furnished are as follows:

(a) the names and addresses of all persons who are parties to the agreement; and

(b) the whole of the terms of the agreement, whether or not relating to the provisions which render it registrable, and whether or not expressed in writing.

The procedure for furnishing particulars

The procedure is laid down in the Registration of Restrictive Trading Agreements Regulations, 1968 (S.I. 1968 No. 1755). All documents are required to be delivered or sent to: The Registrar of Restrictive Trading Agreements (R. Division), Chancery House, Chancery Lane, London, W.C.2. In each case the person sending the documents must certify on a form provided by the Registrar that the particulars given both of the terms of the agreement and the parties thereto are complete.

In the case of an agreement wholly or partly in writing, four copies of the written instrument or instruments are to be delivered or sent. One copy of each of them must be identified by the signature of the person furnishing it.

Insofar as the terms of any agreement or the names of all the persons who are parties to it are not comprised in such written instruments, four copies of a memorandum in writing setting out those terms and the names of those persons are to be delivered or sent. Ont copy must be signed by the person furnishing it (regulation 1).

Variations and determinations of information agreements

Unless required by a notice given under section 14 of the 1956 Act, particulars need be furnished only by variations by or by virtue of which:

(i) any further provision for or in relation to the furnishing of information is accepted: or

(ii) the extent of the application of a continuing provision for or in relation to the furnishing of information is added to or reduced as regards the classes of persons, goods, processes of manufacture, areas or places to which it relates.

Particulars are also required of the determination of a registered agreement (other than an agreement which itself states the date on which it comes to an end) and of the determination of provisions for the furnishing of information.

Time for furnishing particulars

Particulars of information agreements already existing at February 1, 1970, are to be furnished within three months from that date.

In the case of a new registrable agreement made after February 1, 1970, or in the case of an existing agreement (whenever made) which becomes registrable by virtue of a variation after February 1, particulars are required to be furnished before the provisions for or in relation to the furnishing of information take effect or within three months, if that is earlier.

Particulars of variations made after February 1, 1970, to agreements (whenever made) of the kinds described in (i) and (iii) of the preceding section are to be furnished before they take effect or within three months, if that is earlier.

Particulars of the determination of a registered agreement, and of the determination of provisions for the furnishing of information, are to be furnished within three months.

The Registrar is empowered to extend the time for furnishing particulars if but only if application is made within the time specified. Any such application shall:

(a) identify the agreement or variation to which it relates;
(b) state the further time requested; and
(c) state the reason why it is impracticable to furnish the particulars within the time so specified.

Information agreements already registered

Where up-to-date particulars of an information agreement have already been fully furnished because it forms part of the terms of an agreement subject to registration under the 1956 Act, no further action need now be taken.

Consequences of failure to furnish particulars in due time

If particulars of any registrable information agreement, or of any variation by which the provisions for or in relation to the furnishing of information are extended or added to, have not been duly furnished within the proper time, the agreement or variation will be void in respect of all relevant restrictions and it will be unlawful for any party who carries on business in the United Kingdom to give effect to or to enforce or purport to enforce the agreement in respect of those restrictions (1968 Act, Section 7(1) and (6)). This applies to agreements and variations made before February 1, 1970, and not furnished for registration within three months of that date as well as to new agreements and new variations. In relation to information agreements to which Part I of the 1956 Act applies provision for the furnishing of information is treated as a restriction.

Registrability

If there is doubt whether an agreement or variation of an agreement is subject to registration the fail-safe procedure for parties is to furnish particulars to the Registrar within the proper time. If the Registrar does not consider an agreement to be registrable it will not, of course, be registered, but the parties will have complied with their obligations. If the parties do not regard the agreement as registrable and on furnishing the particulars notify the Registrar that they will if necessary wish to seek the Court's decision under Section 13 of the 1956 Act their position will not be prejudiced because they have furnished the particulars.

If the Registrar does not regard the registration of a variation requisite under the Regulations he will not register it, unless the parties furnishing the particulars so wish.

Trade associations

Since the effect of the Order is to make Part I of the Restrictive Trade Practices Act 1956 apply in relation to information agreements, the provisions of that Act relating specially to trade associations must be applied. Thus, by section 6(6) of the Act, in the case of information agreements made by trade associations the provisions operate as if all the members of the associations were parties to the agreement. Again, by section 6(7), in the case of specific recommendations made by trade associations to their members relating to the furnishing of information, the provisions operate as if the members of the trade association agreed to comply with the recommendations.

When furnishing particulars of such agreements or recommendations to the Registrar, the names and addresses of the members, or persons represented on a trade association by members, are required except where the number of them exceeds 200 (Registration Regulation 1(5)).

APPENDIX:

Agreements to which the Order does not apply.

Paragraph 1 of the Schedule relates to agreements in which all the provisions for or in relation to the furnishing of information relate exclusively to the supply of goods by export from the United Kingdom.

Paragraph 2(a) relates to agreements where the parties agree (or their trade association recommends) that they should separately and directly furnish information to a Government Department or to any of the other authorities specified in Part II of the Schedule and to no one else.

Paragraph 2(b) relates to agreements where the parties agree that they should separately and directly furnish information to a trade association or other agency for transmission to a Government Department or other specified authority. This exclusion ceases to apply if any information thus collected (or information based thereon) is to be circulated to any party to the agreement except:

(i) information which does not relate to any party other than the party to whom it is furnished; or

(ii) information which has been furnished to a specified authority at the written request of the authority and then only if in a form that prevents any information being identified (except by the party to whom it relates), as being information relating to any particular party.

Paragraph 2(c) relates to agreements whereby suppliers or processors of goods agree to furnish to one another information which has already been published in such manner that it is readily available to customers or prospective customers. This sub-paragraph also relates to the prices of goods sold at markets or other places where they are regularly offered for sale by a substantial number of sellers.

Paragraph 2(d) relates to agreements whereby the parties agree that they should separately and directly furnish information to a trade association or other agency and that the information or information based thereon is not to be furnished to any party before it has been published as described in 4 above.

Information agreements excluded by paragraph 2 of the Schedule are agreements which insofar as they contain provisions for or in relation to the furnishing of information contain only provisions of one or more of the kinds described in 2-5 above.

By Sections 7 and 8 of the 1956 Act certain agreements are exempted from registration, and by paragraph 3 of the Schedule any agreement which relates to the furnishing of information as an incidental matter in agreements so exempted is also to be exempt from registration.

Paragraphs 4 and 5 of the Schedule relate to certain agreements made by agricultural marketing boards and agreements where the only parties are the nationalized gas or electricity industries.

Guidance notes

1. Any Government Department (including any Department of the Government of Northern Ireland) and any Committee established by any such Department.
2. The National Economic Development Council and any of its Economic Development Committees.
3. The National Board for the Review of Government Contracts.
4. The National Board for Prices and Incomes.
5. The Industrial Reorganization Corporation.
6. The Monopolies Commission.
7. Any local authority as defined in section 66 of the Finance Act 1965(b).
8. The White Fish Authority.
9. The Herring Industry Board.
10. The Home-Grown Cereals Authority.
11. The Meat and Livestock Commission.
12. The Northern Ireland Livestock Marketing Commission.
13. The Central Council for Agricultural and Horticultural Co-operation.
14. The National Seed Development Organization.
15. The Sugar Board.
16. The Shipbuilding Industry Board.
17. The National Research Development Corporation.
18. The Metrication Board.
19. Any development council established under the Industrial Organization and Development Act 1947(a).
20. Any Royal Commission.
lished by Act of Parliament in relation to an industry carried on
21. Any consultative council or committee or consumers' council estabunder national ownership.

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Aviation and Shipping

Commission on Third London Airport: Publication of Thurleigh evidence

THE COMMISSION on the Third London Airport have arranged for the publication of the oral and written evidence which was given at the Thurleigh (Bedford) local hearing held at Bedford in September 1969.

The evidence, in a booklet entitled 'Papers and Proceedings Vol. VI – Stage II Local Hearings – Thurleigh', is available from HMSO, 49 High Holborn, London, W.C.1, price £6 10s. 0d., or by post price £6 14s. 6d., from HMSO, PO Box 560, London, S.E.1.

The local hearing was held to provide an opportunity for the Commission to be informed of local implications if the third London Airport were to be located at Thurleigh (Bedford).

Note:

A full list of publications in the Commission's 'Papers and Proceedings' was published in last week's *Journal,* page 216.

Publication of specially commissioned studies

THE COMMISSION on the Third London Airport published on January 28 further results of the detailed investigations carried out during the research stage of its work.

The study, 'Disruption of Community Life', Vol. VIII Part 2 Section 4 in the Commission's 'Papers and Proceedings' series, is available from HMSO, 49 High Holborn, London, W.C.1, price £1 or by post price £1 1s. from HMSO, PO Box 569, London, S.E.1.

New address for BoT Shipping Statistics section

THE SHIPPING STATISTICS section of the Board of Trade have moved from Eagle House, 90/96 Cannon Street, London, E.C.3, to Sanctuary Buildings, 16/20 Great Smith Street, London, S.W.1 (Tel. 01-222 7877).

One of seven Rumania-bound D8H tractors built by Caterpillar Tractor Co. Ltd., of Glasgow, being slung aboard the cargo ship 'Cluj' at Manchester. They will be used by the Taylor Woodrow Irrigation Group in the £22 million Sadova Corabia project in S.W. Rumania – a scheme designed to improve agriculture in a 300 sq. mile area.

New Books

Economic Policy and Planning in the Netherlands 1950-1965, by James Goodear Abert. (297 pages. Yale University Press. £4 10s.) In this interpretive history of economic planning in the Netherlands from 1950 to 1965 Mr. Abert deals both with the political process which determines economic policy objectives and selects means to obtain them, and with the technical process which provides accurate and up-to-date statistics on the Dutch economy, identifies problems by forecasting future development, and predicts the probable effects of alternative policy proposals prior to their adoption. The scene is set in chapters describing the Dutch economy, the objectives of government economic policy, and the parliamentary and other institutions concerned in the political process of economic planning. Wage policy, the object of which in the period studied was to keep annual wage increases within the bounds of estimated annual average productivity gains, is then discussed. The consideration of the technical process of economic planning is introduced by descriptions of the Central Bureau of Statistics and the Central Planning Bureau – government agencies which play important roles as official staff organizations of the policy-makers, and which help in the rational selection of economic policy by providing information and analyses of the main economic issues. A particular feature of Dutch economic planning in the post-war period has been the use of econometric models, and the chapter also discusses how the Central Planning Bureau develops an annual economic plan based on an econometric model of the Dutch economy. The remainder of the study discusses the influence of the Central Planning Bureau's analyses of economic policy, gives detailed descriptions of the 1955 and 1961 versions of the Bureau's model, and analyses the accuracy of the Bureau's forecasts. Technical aspects of the 1961 model are described in an appendix. This clearly written book contains much that should interest those concerned with problems of economic planning, incomes policies, government statistical services and the use of econometric models.

The Market for Household Goods in Saudi Arabia. (126 pages. Available free from British National Export Council, 6/14 Dean Farrar Street, London SW1.) This is the result of a survey commissioned in the summer of 1969 by the Committee for Middle East Trade. The purpose of this survey was to collate all the information on the market for household goods in Saudi Arabia and the neighbouring countries which individual manufacturers might not otherwise have and, from the information gathered, to attempt to forecast the likely growth and characteristics of this market. The report surveys the economic situation in Saudi Arabia and examines the housing situation and the development of various public utilities. It includes a survey of possession of domestic appliances, and also reviews marketing techniques such as advertising, trade promotion, packaging, channels of distribution and hire purchase regulations. Addresses of importers of household goods, a list of newspapers and the price of electricity are given in appendices. A separate section deals with the market for household equipment, each commodity being treated in a separate chapter.

Greece: a Market Report. (33 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 7s. 6d.) The mission to Greece in October 1969 was a continuation of the exchanges through mission visits started in 1968 by the London Chamber of Commerce. The report of the 1968 mission, entitled *Greece: a Survey for Businessmen* has already proved an invaluable guide to the Greek market. The current report reviews Anglo-Greek trade in 1968 and surveys United Kingdom trade prospects in all aspects of the Greek market. It also gives statistics of Anglo-Greek trade, lists approved long-term investment projects and describes briefly forms of business organization under Greek law.

Measuring Labour Productivity, by Rosalie Ducommun. (172 pages. International Labour Office, Sackville House, 40 Piccadilly, London W1V 9PA. 18s.) The purpose of this study is to make a contribution to the development and improvement of national labour productivity statistics and to enhance their comparability. This has been attempted by means of a comprehensive survey of definitions, methods and other theoretical aspects, combined with the detailed information on labour productivity indices, in the hope that this will help national agencies to improve their statistics in the light of other countries' experience. It is not concerned with the causes or effects of high or low productivity, but deals exclusively with statistical questions. Part 1 examines the basic methods of calculation employed in measuring labour productivity, and gives a brief account of the advantages and disadvantages of each. It similarly reviews a number of special problems encountered in the measurement of labour, and tries to draw conclusions that may be of assistance to countries in their own choice of measures. Part 2 contains a comparative analysis of national labour productivity statistics; it also deals with the question of their international comparability and makes a number of brief suggestions concerning ways and means of improving it. The theoretical problems and various recent attempts at international comparison of levels of labour productivity are examined in part 3. Appendix one gives an account of the national series concerned with labour productivity. Details of national indices covering the period 1956-1968 are also given in the appendices, together with extracts from or summaries of the international recommendations dealing with the compilation of statistics on employment, hours of work and output.

The British Paper and Board Makers' Association Reference Tables 1968. (80 pages. The British Paper and Board Makers' Association, 3 Plough Place, Fetter Lane, London EC4. £2 2s. to members. £5 5s. to non-members.) Statistics of trade, production and consumption of paper and board can be obtained from a number of different sources (for example the *Overseas Trade Accounts*, the *Business Monitor, Production Series* and the OECD's *The Pulp and Paper Industry*), but it is useful to have a publication such as the *Reference Tables* which presents data for the industry in a detailed and convenient single volume. This new edition includes in the first chapter summary tables and charts of United Kingdom production, consumption and trade for 1938 and 1954-1968 for newsprint, printings and writings, food wrappings, kraft wrapping papers, other papers, packaging boards and other boards. The remaining seven chapters cover United Kingdom production and stocks, imports, exports, paper and board-making materials, fibre building board, general economic statistics, and international data. Six new tables have been incorporated dealing with United Kingdom production and output/capacity ratios by size category; United Kingdom Census of Production 1963; gross and net output, with index of specialization for industry sub-divisions; value of paper and board imports from main supplying countries, 1960-68; exports of waste paper and pulp, quantities and values of destinations, 1960-1968; pulpwood receipts by United Kingdom pulpmills; home-grown and imported softwood and hardwood purchases of selected non-fibrous materials, 1963. Additionally a number of earlier tables have been improved and a new chart shows international comparisons of growth in per capita consumption over the past decade.

Mail Order Marketing, by Edwin J. Ornstein. (179 pages. Gower Press. £2 15s.) Drawing upon his extensive experience in the field, Mr. Ornstein has provided an up-to-date practical guide to a method of retailing which has grown dramatically in recent years. He covers the whole range of mail order work, from the small firm handling a single product to the organization of the big general mail order houses issuing catalogues ranging in size from 300 to 750 pages; and deals with promotion policy, the use of agents, advertising techniques, office organization and a variety of other topics. Basically the book is concerned with selling consumer goods in the United Kingdom by mail order, but the final chapter deals briefly with industrial goods and mail order overseas.

Your Future in Clothing: an Economic Development Study of the Future Market for the Clothing Industry. National Economic Development Office. (119 pages. Available from HMSO at 15s.; by post 16s. 4d.) Results of the most wide ranging study ever carried out on the prospects of the clothing industry have been published by the industry's Economic Development Committee in a report which was prepared for the EDC by Associated Industrial Consultants Ltd. The study takes a 10-year look at the future of the industry, which currently employs half a million people producing goods worth £2,000 million a year, and examines all possible changes in trading conditions which are likely to affect the industry over the next decade. It covers social and economic changes; forecasts of consumer expenditure on clothing; changes in international trade; and changes in the wholesale and retail trades and in associated industries. The report also looks at technological progress, productivity and future prices.

Conference on Contracting in Civil Engineering Since Banwell. EDC for Civil Engineering, and the Institution of Municipal Engineers. (22 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). Following the publication, in October 1968, of their report *Contracting in Civil Engineering since Banwell*, the Civil Engineering Economic Development Committee, in conjunction with the Institution of Municipal Engineers, arranged a one-day conference held in Solihull in June 1969. This was attended by representatives of local authorities, public undertakings, nationalized industries and contractors. Under the chairmanship of Mr. Fred Catherwood, Director General of the National Economic Development Office, the conference discussed pre-contract planning, improved methods of contract letting and adequate soil investigations.

Other Publications

MODERN TRADE UNION LAW, by Cyril Grunfeld. (Reprint in paper-back of the original hardback edition 1966). 517 pages. Sweet & Maxwell. £1 15s.

PHILLIPS' PAPER TRADE DIRECTORY OF THE WORLD 1970. (Incorporating 'Phillips' Directory of Paper Makers of Great Britain and Ireland'). 764 pages. S. C. Phillips & Co. Ltd., Alliance House, 50/51 Fetter Lane, London EC4. £5 5s.

SELLING AT EXHIBITIONS. 28 pages. Sales Consultants Ltd., Seymour House, 6 Seymour Street, Leicester LE2 0LB. 20s.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, JANUARY 22

Assistance to industry in development districts

In answer to two questions, Mr. Eric Varley, Minister of State, Ministry of Technology, said that total preferential assistance to development districts in 1964/65 was estimated at some £30 million of which £27 million represented assistance given under the Local Employment Acts and £3 million the value of free depreciation. Separate figures for individual development districts were not available.

Technological centre for Wales

Mr. Varley was asked what representations he had received about the need to establish a technological centre for Wales; and what reply he had sent. He said inquiries concerning the possible establishment of a technological centre for Wales were first received from the City Planning Officer for Cardiff on January 6, 1969. Discussions had continued since then, including a recent meeting at Cardiff between interested parties and officials on January 13.

FRIDAY, JANUARY 23

Mayflower anniversary as tourist attraction

A Member asked if the Board of Trade would make arrangements to commemorate the 350th anniversary of the sailing of the 'Mayflower', in view of its importance to the tourist trade; and how many tourists were estimated to come to this country for this anniversary. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said: 'The Board of Trade make a grant in aid to the British Tourist Authority whose functions include encouraging people to visit Great Britain from overseas. The Authority in continuing work done by the British Travel Association is making the Mayflower Anniversary a particular feature of its promotional effort in the United States. It is not possible to give an estimate of the number of visitors who will come to this country for this event but preliminary reports indicate that it has aroused considerable interest.'

Replying to a further question on the same subject, Mrs. Dunwoody said she was not aware that the Parish Council of Scrooby had asked the English Tourist Board for financial assistance for the purpose mentioned but it would be for the Tourist Board to consider whether any assistance could be given from their grant-in-aid.

British Travel Association

A Member who asked what was the amount of the grant-in-aid to the British Travel Association in each of the three financial years 1967-68 to 1969-70, was told by Mrs. Dunwoody: '£2,824,192, £2,938,500 and (to December 31, 1969, after which date responsibility for grant aided work was transferred from the Association to the British Tourist Authority) £1,720,000 respectively.'

MONDAY, JANUARY 26

Exports of steel

Mrs. Dunwoody told a Member who asked what was the total value of exports of steel by the United Kingdom in 1969, '£224.5 million in January to November 1969'.

Dumping of Chinese rabbit carcases

Asked whether she was now satisfied that dumping was taking place of Chinese rabbit carcases; and what action she was taking, Mrs. Dunwoody, 'No Sir, it is not the practice of the Board of Trade to investigate allegations of dumping until an application is received from the British producers affected with supporting prima facie evidence of material injury caused or threatened to them thereby. Board of Trade officials have explained the position to representatives of the industry. If and when an application is received, it will be given prompt and careful consideration.'

Industrial development

Mr. Varley answered questions on industrial development in the Plymouth, Gateshead and British Auckland areas.

British Steel Corporation

Mr. Harold Lever, Paymaster-General, made the following statement in reply to questions:

'The Government has decided that it will raise no objection to an increase in the British Steel Corporation's prices of 10 per cent on average. This takes account of the Corporation's formal programme of cost-saving, which is designed to save £15 million in the year to September. I am circulating details on these closely-related matters in the Official Report.'

Answering further questions on the steel industry, Mr. Lever said: 'I keep in close touch with the industry which is making strenuous efforts to meet demands. Last year, despite the strikes, output was 6 per cent up and delivery times should improve as new plant becomes fully operational.

'The balance of payments cost of extra imports was £16.5 million in the first 11 months of 1969, but the value of exports was still more than twice that of imports. These imports helped to make possible the high level of exports of steel-based manufactured goods.'

Speaking on the rationalization of the British Steel Corporation, including the shutdown of loss-making plants, Mr. Lever said the Corporation, which was currently facing capacity shortages, expected to increase efficiency by developing and rationalizing facilities at existing works, by its formal cost-saving programme and by productivity agreements, rather than by major closures of complete works in the medium term.

Industrial investment

Several questions were asked on industrial investment. Asked what investigations had been made into the effects of present investment incentives on the distribution of capital and labour intensive industrial development inside and outside development areas, Mr. Varley said 'As explained to the House on October 16, the study we are making of the effectiveness of the investment grant scheme will assist an understanding of these effects. The question of publication will be considered when the study is completed.'

Mr. Alan Williams, Joint Parliametary Secretary, Ministry of Technology, was asked to give for each of the first three quarters of 1969, his estimate of the value at constant 1963 prices of investment in manufacturing industries and in the distributive trades, respectively. He gave the following information: for manufacturing industry; £306 million, £343 million and £371 million: for the distributive trades; £85 million, £82 million and £85 million.

About £130 million (in constant 1963 prices) was the amount by which he estimated annual investment in manufacturing industry had increased between 1965 and 1969, he replied to another question.

A further request was for an estimate of the amount by which investment in manufacturing industries during 1970 would exceed that in 1969 in actual terms and at constant 1963 prices, respectively. Mr. Williams said manufacturers' forecasts given in the latest Investment Intentions Inquiry indicated a rise of about 10 per cent at constant (1963) prices; information at current prices was not available.

Another request was for the percentage of gross national product devoted to investment in manufacturing industries in the United Kingdom compared with the United States, Germany and Japan, from information available from international sources. Mr. Williams said investment in manufacturing and construction industries as a percentage of gross national product at current market prices in 1967 was: United Kingdom, 4.0; United States, 3.3; and West Germany, 5.8. The nearest comparable figure for Japan was 9.8.

TUESDAY, JANUARY 27

Regional employment premiums

'We are considering the best means of assessing the effectiveness of regional employment premiums and profitability is one of the factors we shall be looking at,' said Mr. Varley, replying to a question on the extent to which regional employment premiums increase the profitability of manufacturing establishments.

Export orders for Lightning aircraft

Mr. Wedgwod Benn was asked what help he was giving to the British Aircraft Corporation in support of export orders for the Lightning aircraft.

'A number of countries have requirements for this type of aircraft,' he replied. 'We are assisting BAC in following up these sales prospects and in order to help them retain production capacity in advance of firm orders, the Government will be prepared to guarantee up to £0.5 million of the cost. The necessary financial provision will be included in a Supplementary Estimate to be presented shortly to the House.'

East-West trade

'No Sir,' said Mrs. Dunwoody, when asked if she would set up an inter-departmental survey of the East-West trade during the 1960s, and a project plan for the development of United Kingdom trade in this expanding market during the 1970s. 'I am satisfied that the existing inter-departmental arrangements for keeping under review the development of trade with these countries are adequate.'

WEDNESDAY, JANUARY 28

National Exhibition Centre

The following statement was made by the President in reply to questions on the siting of the proposed National Exhibition Centre.

'I have decided that the proposal by the Birmingham City Council and the Birmingham Chamber of Commerce and Industry offers the best possibility of a viable development within a reasonable time scale, giving at the same time substantial and continuing interest by representatives of both industry and commerce and of local interests. I am therefore today giving the Birmingham Council and Chamber the firm assurances of support they require before proceeding in detail with the necessary planning procedures and financial and development discussions. Subject to a satisfactory outcome, Government support will be assured by means of the appropriate financial authorizations and provisions.'

Imports of timber

Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, was asked for how many years ahead he calculated the cost of imports of timber in every form including pulp and paper; and whether he took into account the change in prices due to the growing world shortage of available softwood as predicted by the Food and Agriculture Organization. Dr. Davies said estimates for the main categories of imports were made regularly in collaboration with the Board of Trade, for up to two years ahead. Account was taken of expected price changes.

A further request was made to Dr. Davies, for his estimate of the annual import bill for timber in every form including pulp and paper at present-day prices on the basis that per capita consumption in the United Kingdom would rise to the same level as in France and the United States respectively. Dr. Davies said the pattern of consumption varied considerably between the three countries and it was impossible to say what proportion would be imported were United Kingdom consumption at a substantially different level. Estimates could not therefore be given.

ECGD policies for Nigeria

A Member asked what action was being taken to realign Export Credits Guarantee Department policies for Nigeria, now that the civil war had ended, to ensure that British goods and those sold through British houses were made available for reconstruction purposes. Mrs. Dunwoody replied that the full range of ECGD's facilities was already available for the provision of British goods and services to the whole of Nigeria, with the exception of the three Eastern States. Full cover will be resumed for these States as soon as normal business relationships were practicable.

Trade with Israel

The President was asked whether, in view of the policy of the Israeli Government to extend trading relations with Great Britain, he would arrange to visit Israel during 1970 to discuss the possibilities of an increase in trade between Great Britain and Israel. He answered: 'I have no plans at present for visiting Israel in 1970. Our trade with Israel has been expanding rapidly and our BNEC Committee for Israel, in co-operation with the Embassy and the Board of Trade, has been most successful in its promotional efforts.'

Chief Information Officers at the BoT

A Member asked why it had been necessary to duplicate the office of Chief Information Officer in the Board of Trade; if the post was established; what was the salary; and whether the procedure laid down for the appointment of civil servants was followed before this appointment was made. Mr. Mason said that in view of the decision to increase the Board's export promotion work, and of the part which information and publicity should play in such work, he decided to strengthen the Department's Information Division. The position would be reviewed in the light of experience. The additional post had been filled by an unestablished officer of the appropriate rank, previously employed in the Department of Economic Affairs; his contract, at a fixed salary of £5,325 per annum, had been transferred to the Board of Trade.

Pre-packed goods

Asked if legislation would be introduced to provide that all pre-packed goods be made up in standard British weights, Mrs. Dunwoody said that to extend in advance of metrication the existing requirements for goods to be packed in specified quantities would place an undue burden on industry without corresponding benefits to the consumer.

President's visit to Rumania

The President announced, in answer to a question: 'I have accepted with pleasure an invitation to visit Rumania from March 9 to 11, as a guest of the Rumanian Minister of Foreign Trade.' He added, in reply to another question, that he hoped to visit other Eastern European countries during 1970.

Agricultural trade deal with Rumania

What contribution would the recent agricultural trade deal with Rumania make to the exports of British horticultural products and machinery? inquired a Member. Mrs. Dunwoody answered that in July 1969 British firms secured orders worth over £22 million for the supply of irrigation machinery and equipment to Rumania. The contracts did not provide for the export of British horticultural products.

A Member asked why an agreement had been concluded with Rumania exchanging approximately £30 million worth of horticultural imports with irrigation equipment exports, in view of the effect of these exports on British horticultural interests, and what effect the recent agricultural trade deal with Rumania was expected to have on imports to the United Kingdom of horticultural products from that country. Mrs. Dunwoody said these contracts were entered into by private British firms and were not inter-Governmental agreements. The bulk of the foodstuffs concerned consisted of non-horticultural products. In so far as horticultural products were involved, some of them could already be imported without quantitative restriction: the others could be imported into the United Kingdom only within the quotas for these products in force at the time.

Import saving

Mrs. Dunwoody was asked what priority the Board of Trade gave to exporting compared with import saving. 'The policy of the Government is to encourage a continued improvement in the balance of trade, whether by increased exports or import saving,' she replied, continuing that the President had a particular concern within the general policy for the promotion of exports.

Staff of the Board of Trade

Asked what was the number of staff employed by his department before and after the 1969 reorganization respectively, Mr. Mason said the number was 18,354 before and 16,275 after the changes in departmental responsibility announced in October.

Consultations with EFTA

The President was asked to make a statement on his consultations during December 1969 on all trade matters, and Great Britain's application to join the European Economic Community, with the countries of the European Free Trade Association. He answered: 'There have been no further consultations at ministerial level since the EFTA meeting in Geneva in November attended by my right hon. Friend the Chancellor of the Duchy of Lancaster and myself but there have been discussions on trade questions and on the enlargement of the European Economic Community at the regular weekly meetings of the EFTA Council at official level. In addition I visited Helsinki in December and discussed these matters with Finnish Ministers.'

Hallmarking

Mrs. Dunwoody was asked when she proposed to introduce legislation to change the hallmarking laws in connection with the attachment of precious metals to base metals in the manufacture of musical instruments. She answered that the treatment of articles made partly of precious metal and partly of other materials was one of the difficult problems to be resolved before reforming legislation could be introduced. She could not predict when this would be possible.

Continuing, in reply to further questions on hallmarking, Mrs. Dunwoody said: 'We are satisfied that reform of the law should be based on compulsory hallmarking of gold, silver and platinum wares, with limited exemptions. Extensive consultations on the complex details will be required before we can propose legislation.'

Overseas investment

A Member asked the President what backing he gave to overseas investment projects by British industry in 1969; what was the total capital value involved: what estimate he had made of the value of British capital equipment exports resulting from this, and of the value guaranteed by the Export Credits Guarantee Department; and if he would give similar figures for the past three years. He answered that private direct investment overseas (excluding oil) was running in the first three quarters of 1969 at an annual rate of £505 million, a substantial increase on the figures for the three previous years. The other information asked for was not available.

Trade with South Africa

Asked to make a statement on the recent development of British South African trade, the President said: 'Last year our exports (including re-exports) to South Africa rose by about 10 per cent to £291 million. Imports were £303 million.'

Growth of British exports

A Member asked what was the percentage growth, in dollar terms, in British exports between 1967 and 1968, and between 1968 and 1969; and what was the estimated percentage growth, in dollar terms, in world trade for the same periods. United Kingdom exports of manufactures had increased by 8 and 15 per cent respectively, answered the President; those of main manufacturing countries increased by 15 per cent in 1968 and, in the first three quarters of 1969 compared with the same period of 1968, by 17 per cent.

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Rise in United Kingdom export prices

The President was asked what estimate he had made of the rise of United Kingdom export prices in 1969 compared with those of the United Kingdom's major industrial competitors, from information available from international sources. He said that between the last quarter of 1968 and the third quarter of 1969, United Kingdom export prices rose by 1½ per cent and those of our main competitors by about 4 per cent on average.

Film finance

Mrs. Dunwoody was asked if steps would be taken to obtain information which would enable a statement to be made on the position of film finance in past years and to forecast probabilities in the current year; and if a statement would be made giving the total amounts of investment and the proportions involved of private and public money and of money of British and foreign origin, respectively. Mrs. Dunwoody said: 'I do not consider that a special inquiry would be justified but I would refer my hon. Friend to an article published in the *Board of Trade Journal* on November 5, 1969 which shows that receipts in respect of production of films by the United States film companies were £22.8 million in 1967 and £31.3 million in 1968.'

Trade Descriptions Act

Answering several questions on compulsory marking orders under section 8 of the Trade Descriptions Act, Mrs. Dunwoody said proposals for marking orders in respect of these goods were made last month by the Consumer Council, but would require a good deal of further study before she could announce a decisions on them.

Imports of vicuna wool

Stating that the killing of vicunas is now a criminal offence in the countries in which this animal is still to be found, a Member asked if the President would prohibit the importation of vicuna wool into the United Kingdom. 'I am considering this matter carefully and hope to be in a position to announce a decision in the near future,' Mrs. Dunwoody replied.

Company law

Asked if she was satisfied with the present law relating to limited companies, Mrs. Dunwoody said: 'I think there is room for improvement in the present law; but I do not expect to put forward legislation to amend it during the present session.

Takeover bids and mergers

'There is no obligation to notify takeover bids or mergers to the Board of Trade and information of the kind for which my hon. Friend asks is not available,' said Mrs. Dunwoody in answer to a question.

Company balance sheets

A suggestion was made that legislation should be introduced to require companies to supply a copy of their balance sheets to his department and the Companies Office within one month of their acceptance by an annual or extraordinary meeting. Mrs. Dunwoody answered that when accounts were laid at an annual general meeting a copy must be sent to the Registrar of Companies within 42 days of the date of the meeting. She continued: 'When the time comes to prepare further companies legislation, I will consider the possibility of requiring either that accounts should always be laid at an annual general meeting, or that they should be filed within a stated period after the balance sheet date, irrespective of when they are laid.'

Invisible exports

Asked what steps he proposed to take to publicize the contribution of invisible exports to the balance of payments, the President said more detailed information on invisibles was being published regularly in the *Board of Trade Journal*. 'I and my colleagues also make frequent reference to invisible earnings in our speeches.' He went on, 'The Committee of Invisible Exports is also doing a great deal to publicize achievements in this field.'

A further question concerned the value of invisible exports in 1969; and the estimated value for 1970; Mr. Mason said balance of payments estimates for the fourth quarter of 1969 would not become available until March; in the first three quarters of 1969 credits on the invisible account, seasonally adjusted, amounted to £3,025 million and there was a surplus of credits over debits of £436 million. He continued: 'I am confident that there will be a further large surplus in 1970. The Government already gives assistance in many ways to those who contribute to our invisible earnings. I am examining what further assistance should be given.'

The question of whether an increase in invisible earnings would be achieved by the granting of selective employment tax rebate to the service industries which were direct earners of foreign currency, would, said the President, no doubt be considered by Professor Reddaway in his study of the effects of SET.

Answering a suggestion that following his recent meeting with the Committee on Invisible Exports, the President should adopt the Committee's recommendation that in his monthly estimate of invisible earnings he should show net private earnings separated from Government transactions, Mr. Mason answered: 'No Sir. I think it better to underline in other ways, as the Board have been doing, the splendid contribution which the various service trades and interests are making to the balance of payments.'

Other questions on the same subject concerned the result of the President's recent meeting with the Committee on Invisible Exports, and what Government action was proposed on the recommendations contained in the report, Britain's Invisible Earnings, published in October 1967.

The President answered: 'The meeting gave me an opportunity to explain the increased attention which the Board of Trade will be giving to the promotion of exports of services. Action has already been taken on many of the recommendations and consideration is being given to a number of others.'

Prevention of Fraud (Investments) Act

Answering questions on the possibility of introducing legislation to bring property bonds within the scope of the Prevention of Fraud (Investments) Act 1958, Mrs. Dunwoody said the Board of Trade were discussing this matter with interested bodies.

Conglomerate companies

Mrs. Dunwoody answered a question on the results of the Board of Trade study into the possibility of more compulsory disclosure into the accounts of conglomerate companies. She answered: 'I am considering, in consultation with the Panel on Take-overs and Mergers, the possibility of securing greater disclosure by parties to take-over bids. My right hon. Friend, the First Secretary of State, is proposing to seek in the legislation establishing the Commission for Industry and Manpower new powers to require disclosure by individual companies of financial information.'

Preference for developing countries

A Member asked what progress had been made in reconciling the difference between the Government's offer of generalized preferences to developing countries made by the President of the Board of Trade in 1964, including safeguards for Commonwealth countries, and the proposal made by the United States for the abolition of the present system of Commonwealth preference and other preferential systems as a condition of their cooperation, Mrs. Dunwoody answered that discussions on this as well as other aspects of generalized preferences were continuing in the OECD.

Second mortgages and mortgage brokers

Speaking of public concern over the activities of firms offering second mortgage facilities and of mortgage brokers, and that the credentials of many lenders, the content of advertisements, interest rates, charges and documentation involved malpractices; a Member asked if regulatory legislation could be introduced without delay. 'Yes Sir,' replied Mrs. Dunwoody. 'But codes of conduct are being drawn up by two bodies recently formed as well as by the Advertising Standards Association. I think it would be wise to await the outcome of this voluntary action, which I welcome, as well as the relevant recommendations of the Crowther Committee before deciding whether legislation is desirable.'

The Companies Act

Stating that the intention of section 17 of the Companies Act 1967 was being nullified in many cases by failure of directors to differentiate between the various classes of businesses of their companies, a Member asked if legislation could be introduced to clarify how these differences should be recognized. Mrs. Dunwoody said: 'I will consider this suggestion when the time comes to prepare further companies legislation.'

Imports of soft fruit

A Member asked if the classification in the Overseas Trade Accounts of soft fruit imports could be amended so that imports of fruit of a particular variety could be analyzed into fresh, preserved or frozen. Mrs. Dunwoody answered that with the introduction of the new trade classification, some further information on varieties would become available.

Answering a further suggestion that the classification should be amended so that imports of particular varieties and fruit could be compared with quota entitlements, Mrs. Dunwoody said the trade classification for use in January 1970 onwards provided some additional headings for soft fruit, but she did not think that she would be justified in requiring traders to elaborate the information they provided to the extent needed to make this detailed comparison.

Imports of South African oranges

Asked what was the value of the imports of fresh oranges from South Africa in 1969; and what were the comparable figures for 1968 and 1967, the President said the figures were given on page 18 of the Overseas Trade Accounts for December 1968 and 1969, and showed that imports were £7,125,000 in 1967; £7,997,000 in 1968; and £6,676,000 in 1969.

Horticultural trade with East Europe

A Member asked if the President was satisfied with the operation of the system of regulating horticultural trade with Eastern Europe by quotas, Mrs. Dunwoody answered that quotas for those items subject to quantitative import restrictions were established by the Board of Trade, usually in annual discussions with the countries concerned and within limits agreed with the Ministry of Agriculture, Fisheries and Food. 'I see no reason to change this procedure,' she added.

Dumping of imported fruit

A Member asked, having regard to large English fruit crops in 1969, what steps were being taken in 1970 to protect growers in the Vale of Evesham and elsewhere against the consequences of foreign, notably West European, dumped imports, and to support a policy of import substitution. Mrs. Dunwoody answered that growers had the protection of the tariff and, for apples and pears, of import quotas. They also received financial and other help to enable them to compete more effectively with imports. The Board of Trade would consider promptly any anti-dumping application by the industry.

Horticultural trade with Eastern Europe

A Member asked if the President would consult with the National Farmers' Union and with the National Farmers' Union horticultural sections before any further bilateral trade agreements were negotiated with Eastern European countries.

'The Board of Trade consult the Ministry of Agriculture, Fisheries and Food before inter-Governmental negotiations affecting agricultural and horticultural interests take place,' replied Mrs. Dunwoody. 'The Ministry are in close touch with the National Farmers' Union who are able to express their views at any time. I see no reason to change these arrangements.'

Agricultural Export Council

The President was asked what additional financial support he was prepared to give the Agricultural Export Council in view of its achievement over recent years, and its programme for export development into the 1970s. He answered: 'I am considering a submission by the Council for further support. The Board of Trade have provided grants of £20,000 in 1968/69, £15,000 in 1969/70 and will provide £10,000 in 1970/71.

British Weeks

Answering a Member who wanted to know to what extent trade had increased between the United Kingdom and those countries where British weeks had been promoted in recent years, the President said that major British Weeks had been held in nine countries in the last five years. He gave the following figures about export trade with those countries over this period.

UK EXPORTS £ million

Country	*1965*	*1966*	*1967*	*1968*	*1969* Jan.-Dec. (1)
Netherlands	193·1	196·3	193·7	242·3	278·9
Italy	108·9	128·0	140·3	160·3	191·0
Hong Kong	65·0	64·9	61·0	76·4	87·1
France	177·2	197·3	204·4	234·4	291·0
Belgium	169·2	180·8	177·6	233·9	280·8
Canada	200·6	215·3	213·5	259·1	300·6
Sweden	219·5	229·9	218·9	256·3	294·8
Japan	50·6	65·0	82·8	94·9	124·7
Austria	34·6	40·8	38·6	51·0	69·4

(1) Provisional

Anti-dumping laws

Asked if she was satisfied with the effectiveness of the anti-dumping laws, with particular respect to cotton textiles, Mrs. Dunwoody said, 'Yes, Sir. As my hon. Friend will recall, the anti-dumping legislation was strengthened by the Customs Duties (Dumping and Subsidies) Amendment Act 1968. Since 1957, 6 applications have been made in respect of cotton textiles. One was not accepted for full investigation; two were withdrawn; two were rejected. Anti-dumping action was taken in the remaining case.'

Answering a question on which British industry had made the highest number of applications concerning dumped imports; and what protection had been afforded by anti-dumping action, Mr. Mason said more than a quarter of the total number of 115 formal applications received since 1957 had come from the chemical industry, which made 33 applications. Anti-dumping action was taken in 18 of its cases, nine were rejected and six were withdrawn by the applicants before the investigation was completed. The Government's willingness to act where a sufficient case was made out had probably had a deterrent effect on potential dumpers.

In reply to a question on Board of Trade action to publicise to British industry the procedure for making anti-dumping applications, Mrs. Dunwoody said after the enactment of the Amendment Act of 1968, the Board produced a revised and extended leaflet for guidance of applicants. This had been widely distributed, and attention was drawn to it in a leading article published in the *Board of Trade Journal* on July 23, 1969, which was noted by the national press. Board of Trade officials are ready at any time to explain to interested inquirers the procedure for making anti-dumping application.

A Member asked what use the Board of Trade had made of the new method authorised by the Anti-Dumping Act 1968 for assessing the margin of dumping from state-trading countries; what use it had made of the new power given by that Act to impose provisional charges to duty; and how many applications for provisional charges had failed and why. Mrs. Dunwoody replied that the new method of assessment was used in respect of imports of cheap alarm clocks from five of these countries, and appropriate action was taken. Provisional charges to anti-dumping duty had been imposed twice. There were three cases in which provisional action was applied for but not taken. In two cases, the applications for a definitive duty were subsequently withdrawn and in the third case, the application was rejected after full investigation.

THURSDAY, JANUARY 29

National Exhibition Centre

The President was asked what representations he had received against siting the National Exhibition Centre near Birmingham. He answered: 'I have received many representations about the siting of a National Exhibition Centre in the London area. I had taken these representations fully into account in the statement I made yesterday.'

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

MONDAY, JANUARY 26

Beagle Aircraft Ltd.

Asked what was the total public investment in Beagle Aircraft Ltd. to date; and what was the total loss made by the company to date, Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said total Government expenditure in connection with the present company, viz. Beagle Aircraft Ltd., which was formed by HM Government in July 1968, was £2,659,000. This included the cost of acquisition of the assets of the previous company from Pressed Steel Fisher Ltd. The draft accounts of the company for the period March 31, 1969 indicated a trading loss of £1.1 million for the eight-month period.

Safety of trawlers in Icelandic waters

Asked to make a statement regarding the operation and safety of the fishing fleet in Icelandic waters during the winter months, Mr. Roy Mason, President of the Board of Trade referred to his reply of December 10 (*Board of Trade Journal*, December 17, 1969, page 1644) last. 'On average, 19 British trawlers have been operating in Icelandic waters this winter,' he said. 'So far, the "Orsino" has advised trawlers to take shelter on seven occasions.'

WEDNESDAY, JANUARY 28

Pilot error

Replying to a Member who asked on how many occasions in the last two years an airline had admitted that its pilot was at fault in violating the noise regulations at Heathrow: and how many violations of the noise regulations had been recorded by the authorities at Heathrow in this period, Mr. Roberts said that explanations had been sought in 816 cases, and airlines admitted pilot error in 51 of them; 1,080 infringements had been recorded in the same two year period. In the balance of 264 cases the noise levels had only been marginally over the limit, and the airlines concerned were notified, but no explanation was sought.

Noise-monitoring

Answering a Member who asked by what date it was estimated that an effective automatic noise-monitoring system would be installed at Heathrow Airport, Mr. Roberts said, 'The present system, which is partly manual and partly automatic, is effective, but for reasons of economy we expect to move to a largely automatic system at fixed points in 1971. Two mobile stations will, however, be retained in order to maintain flexibility of control.'

THURSDAY, JANUARY 29

Loss of s.s. 'Irene'

Answering a question on the loss of the British vessel s.s. 'Irene', Mr. Goronwy Roberts said: 'The "Irene" was registered in Liberia. I have received the report of the Liberian Inquiry and am placing a copy in the Library. Briefly, the report concludes that the primary factor in the loss of the "Irene" was the extraordinarily heavy weather encountered, but that there was ground for criticising the actions of the Master. His certificate has therefore been suspended for six months.

'Following this casualty the Board of Trade had immediately ordered a preliminary inquiry of their own. However, disciplinary action can be taken only by the authorities of the flag state, and for this reason we offered the Liberian authorities all the help we could in pursuing their inquiry. Had the "Irene" been a British vessel, I should also have sought to deal with the Master's certificate, and would have ordered a formal investigation for that purpose. The length of the suspension would have been for the court to decide.'

Due to pressure of space a number of Parliamentary Answers have had to be omitted.

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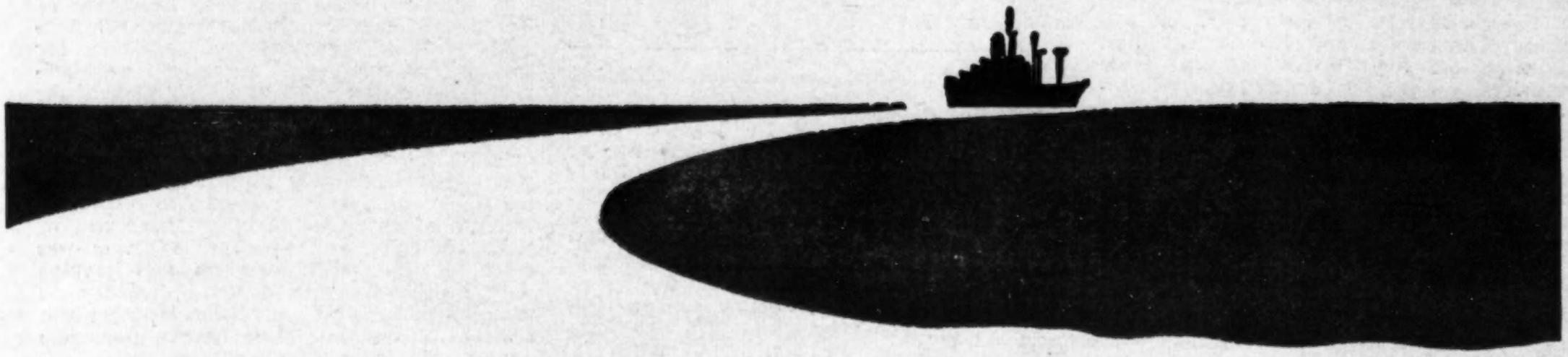

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
February 10	Miscellaneous stores, vehicles	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 0869 22073).

Vehicles: Austin Gipsys; Land Rovers; Thames hydraulic tippers; Austin canteen vans; Bedford mobile kitchens; Bedford Utilabrakes; Thames personnel vans; Thames operations vans; Thames signals vans; Mack truck; Faun-Werke road sweeper; Clarkat tractor; Fowler angledozer; vehicle spares including a large quantity of Bedford spares; alternator set; transformer; generating set; engines; centrifugal pumps; pavement breaker; welding sets; hoists; paintsprayers; winch; rock drill; rectifier; garage cranes; compressors; drilling machine; battery chargers; electrical equipment; twist drills; reamers; plane jacks; gauges; sparking plugs; wire rope and slings; sirens and siren equipment; cobblers equipment; CLOTHING: shirts; vests; drawers; trousers; women's raincoats; men's raincoats; greatcoats; battledress blouses; motor cyclists pantaloons; ankle and other boots, etc.; fire fighting equipment including 3 Coventry Climax fire pump trailers; FURNITURE: carpets; various chairs; tables; wardrobes; dressing tables; chests of drawers; lockers; kitchen equipment; badges; titles; buttons, etc., and a large quantity of miscellaneous items.

February 24	Vehicles, industrial equipment and miscellaneous stores	Ordnance Sub-Depot Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds LS3 8JH. (Tel. 0532 20898).

Land Rovers; Austin and Thames vans; personnel carriers; two-wheeled trailers; diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; charging plant; welding plant, compressors transporting and lifting equipment; guillotines and shearing machines; industrial tractors; degreasing plant; hand cranes and runways; washing plant; cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; hydraulic and screw jacks; binoculars; wrist watches; ironmongery; household and kitchen equipment; steel and wooden boxes; buckets, etc.. TEXTILES: tents; canvas; packs; haversacks; carpets; curtains; groundsheets; webbing; kit bags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc. HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc., and a large quantities of miscellaneous stores.

March 3-4	Miscellaneous stores	Ordnance Storage & Disposals Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena House' 13 Market Place, Burton-on-Trent. (Tel. 4657).

Earth moving and crane equipment; conversion sets and spares; trailers and trailer mounted welders and workshops; aircraft ground equipment and components; vehicle spares including Land Rover, Scammell and Ford components; tyres; bearings; machine tools; hand tools and tool bags; furniture; catering equipment; textiles including canvas and cloth; clothing; photographic equipment; and large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Stores	Location	Auctioneers
February 18	Surplus Government furniture and equipment	Ministry of Public Building and Works, Supplies Division Stores, Burnett, Keynsham, Bristol	Messrs. Stanley, Alder and Price, 7 St. Stephens Street, Bristol 1

Catalogues direct from auctioneer. Viewing day; day preceding

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Componentts		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	138	136	117	120	–11	13
2nd quarter	115	124	139	141	112	104	133	135	136	131	130	52	32	– 8	– 3
3rd quarter	117	123	141	143	113	103	137	142	142	133	132	–19	–30	–14	– 1
1969															
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									
November		124 p				104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963	1963	series in £ million
											4,983	4,211	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	119	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	158	147	–265
1969			131·8	*5·4*	125·0 p	115·9 p	197·2	538	200		167 p	167 p	
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	133	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	163	155	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·4	527	195		169	163	65
3rd quarter	116	131 p	132·0	*5·0*	126·1	116·5	197·5	581	192		167	174	141
4th quarter			133·7	*5·1*	127·3 p	117·8 p	201·1	545	207		169 p	177 p	
1969													
July	115	132 p	132·1	*5·3*	124·8	116·0	196·7	577	186		171	164	
August	115	132 p	131·8	*4·9*	127·0	116·4	197·2	585	192		166	180	
September	116	131 p	132·2	*5·1*	126·4	117·0	198·5	580	199		166	177	
October	118 p	129 p	133·2	*5·4*	125·9	117·5	198·7	555	202		169	177	
November	120 p	124 p	133·5	*5·4*	127·4 p	117·8 p	200·3	536	206		168	178	
December			134·4	*4·7*	128·6 p	118·2 p	204·4	545	214		169 p	176 p	
1970													
January								531 p	206 p				

seasonally adjusted.

Industrial countries' trade and production in the third quarter of 1969

Exports

THE SEASONALLY-ADJUSTED dollar value of exports from industrial countries increased by a further 2 per cent in the third quarter of 1969. As the recovery from the effects of the United States' dock strikes, which inflated the second quarter's figures, had probably ceased to have much influence on most countries' trade by the third quarter, it seems clear that this 2 per cent increase represented a further substantial rise in the underlying level of exports. Early indications are that there may be some further increase in the fourth quarter, and exports over the year as a whole may well prove to have increased appreciably more sharply than in 1968.

The third quarter's increase occurred both in industrial countries' intra-trade and in exports to primary producers. Most of the main exporting countries increased or maintained the dollar value of their exports, the exceptions being France, where the dollar value was affected by the devaluation of the franc in August, and Italy.

Provisional estimates indicate that exports of manufactured goods by the main manufacturing countries may have increased by about 4 per cent in the third quarter.

Imports

The seasonally-adjusted dollar value of industrial countries' total imports in the third quarter of 1969 was 1½ per cent higher than in the second quarter. Imports from industrial countries were virtually unchanged, but those from the primary producers continued to expand and were 4 per cent greater than in the previous quarter. There was a particularly marked rise in Japanese imports while those into the German Federal Republic and Italy also showed some increase. However, imports into the United States, which had risen sharply after the ending of the dock strikes, fell by some 4 per cent.

Industrial production

The seasonally adjusted index of industrial countries' industrial production rose by one point in the third quarter, largely reflecting the continued expansion in Japanese output and a small rise in production in the United States.

Definitions

In this article, the *industrial countries* comprise all members of the OECD except Finland. All other countries are described as *primary producers*. The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, Cuba, the People's Republic of China, North Korea and North Vietnam are excluded as reporting countries, but are included as markets for exports and as suppliers of imports.

Manufactured goods are the products defined by Sections 5 to 8 of the Standard International Trade Classification. The *main manufacturing countries* are the 12 countries shown in Table 4. In 1968 these countries accounted for 95 per cent of all exports of manufactures from the industrial countries.

Some of the series in Tables 1 and 4 exclude United States 'special category' exports, for which detailed information on countries of destination is withheld by the United States authorities.

Table 1. Industrial countries' trade

Quarters or quarterly averages, seasonally adjusted

US $ thousand million

	Exports (f.o.b.) to			Imports (c.i.f.) (‡) from		
	World	Industrial countries (†)	Primary producers (†)	World	Industrial countries	Primary producers
1963	24·16	16·39	7·42	25·26	16·90	8·35
1964	27·47	18·57	8·60	28·45	19·21	9·22
1965	30·13	20·81	9·17	31·14	21·34	9·78
1966	33·34	23·19	9·94	36·43	23·99	10·62
1967	35·17	24·65	10·40	36·44	25·40	11·02
1968	39·68	28·13	11·44	41·11	28·94	12·14
1965 1st quarter	28·23	19·52	8·69	29·19	19·89	9·25
2nd quarter	29·96	20·46	9·29	30·96	21·26	9·71
3rd quarter	30·67	21·14	9·33	31·52	21·61	9·87
4th quarter	31·35	21·98	9·33	32·88	22·52	10·32
1966 1st quarter	32·10	22·69	9·41	33·72	23·40	10·26
2nd quarter	32·90	22·92	9·66	34·11	23·58	10·56
3rd quarter	33·82	23·35	10·19	35·31	24·28	10·99
4th quarter	34·45	23·76	10·46	35·50	24·65	10·84
1967 1st quarter	36·16	24·46	10·70	35·98	25·09	10·86
2nd quarter	35·19	24·47	10·61	36·02	25·29	10·73
3rd quarter	35·15	24·44	10·42	36·16	25·16	11·08
4th quarter	35·55	25·37	9·92	37·74	26·16	11·56
1968 1st quarter	37·61	26·76	10·91	39·04	27·49	11·46
2nd quarter	37·85	26·70	11·06	39·57	27·62	11·94
3rd quarter	41·12	28·97	11·88	42·06	29·47	12·52
4th quarter	41·79	29·84	11·76	43·38	30·75	12·62
1969 1st quarter	41·73	30·42	11·41	43·64	30·87	12·69
2nd quarter	46·16	32·84	13·18	47·67	34·25	13·47
3rd quarter	46·97	33·38	13·29	48·37	34·27	14·02

(†) Excluding United States special category exports (see definitions).
(‡) Imports into Canada and the United States are valued f.o.b.
Source: OECD.

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Table 2. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (f.o.b.)

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1963	24·16	1·62	5·73	1·36	15·44	3·06	2·86	9·40	2·02	3·65	1·27
1964	27·47	1·93	6·52	1·67	17·36	3·20	3·24	10·65	2·25	4·05	1·49
1965	30·13	2·03	6·75	2·11	19·24	3·43	3·56	11·98	2·51	4·47	1·80
1966	33·34	2·39	7·48	2·45	21·03	3·67	3·83	13·16	2·73	5·03	2·01
1967	35·17	2·64	7·79	2·61	22·13	3·60	4·07	14·04	2·85	5·43	2·18
1968	39·68	3·14	8·50	3·25	24·80	3·84	4·46	16·06	3·18	6·21	2·55
1965 1st quarter	28·23	1·90	5·79	2·06	18·47	3·31	3·48	11·54	2·34	4·37	1·69
2nd quarter	29·96	1·97	7·07	2·13	18·77	3·34	3·48	11·71	2·47	4·38	1·77
3rd quarter	30·67	2·05	6·91	2·18	19·53	3·49	3·60	12·08	2·59	4·49	1·82
4th quarter	31·55	2·15	7·17	2·09	20·14	3·57	3·72	12·51	2·66	4·65	1·86
1966 1st quarter	32·10	2·29	7·25	2·37	20·20	3·60	3·74	12·51	2·64	4·76	1·91
2nd quarter	32·90	2·27	7·42	2·38	20·82	3·46	3·84	13·16	2·77	4·95	2·03
3rd quarter	33·82	2·46	7·56	2·46	21·33	3·72	3·84	13·41	2·78	5·18	2·03
4th quarter	34·45	2·51	7·68	2·57	21·70	3·91	3·93	13·54	2·74	5·26	2·08
1967 1st quarter	35·16	2·65	7·83	2·57	22·12	3·89	4·02	13·82	2·78	5·31	2·18
2nd quarter	35·19	2·64	7·79	2·59	22·18	3·71	4·11	13·89	2·82	5·40	2·15
3rd quarter	35·15	2·54	7·85	2·70	22·06	3·67	4·01	13·87	2·84	5·41	2·12
4th quarter	35·55	2·75	7·82	2·64	22·35	3·11	4·16	14·66	2·97	5·64	2·27
1968 1st quarter	37·61	3·04	8·04	2·89	23·65	3·73	4·30	15·20	3·14	5·76	2·38
2nd quarter	37·85	3·10	8·33	3·23	23·20	3·63	4·33	14·83	2·62	5·75	2·50
3rd quarter	41·12	3·10	8·99	3·31	25·71	3·94	4·54	16·69	3·53	6·43	2·53
4th quarter	41·79	3·28	8·57	3·48	26·46	4·05	4·61	17·34	3·41	6·81	2·75
1969 1st quarter	41·73	3·47	7·64	3·75	26·88	4·05	5·00	17·43	3·57	6·39	2·87
2nd quarter	46·16	3·37	9·89	3·95	28·95	4·27	5·10	19·04	3·84	7·19	3·11
3rd quarter	46·97	3·38	9·92	4·15	29·52	4·56	5·21	19·17	3·64	7·44	2·98
4th quarter						4·64					

Sources: United Kingdom: Board of Trade.
Other countries: OECD.

Table 3. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (c.i.f.)

	Total	Canada (†)	United States (†)	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1963	25·26	1·52	4·25	1·69	17·81	3·49	3·52	10·11	2·18	3·26	1·90
1964	28·45	1·74	4·65	1·99	20·08	3·99	4·04	11·23	2·52	3·65	1·81
1965	31·14	2·00	5·32	2·04	21·78	4·03	4·43	12·25	2·59	4·37	1·84
1966	34·63	2·33	6·34	2·38	23·58	4·16	4·74	13·42	2·97	4·51	2·14
1967	36·44	2·52	6·68	2·92	24·32	4·42	4·93	13·74	3·10	4·34	2·42
1968	41·11	2·86	8·25	3·25	26·75	4·74	5·17	15·50	3·50	5·04	2·56
1965 1st quarter	29·19	1·85	4·74	1·98	20·61	3·84	4·32	11·51	2·45	4·12	1·73
2nd quarter	30·96	1·93	5·38	2·09	21·53	4·04	4·41	11·97	2·53	4·33	1·77
3rd quarter	31·52	2·02	5·23	2·06	22·21	4·11	4·51	12·48	2·62	4·50	1·90
4th quarter	32·88	2·17	5·90	2·05	22·81	4·12	4·48	13·02	2·75	4·54	1·96
1966 1st quarter	33·72	2·22	5·97	2·23	23·29	4·27	4·63	13·10	2·81	4·58	2·06
2nd quarter	34·11	2·27	6·21	2·30	23·31	4·13	4·65	13·26	2·93	4·53	2·07
3rd quarter	35·31	2·36	6·65	2·43	23·88	4·31	4·75	13·57	3·06	4·47	2·19
4th quarter	35·50	2·48	6·65	2·57	23·82	3·95	4·94	13·63	3·11	4·46	2·26
1967 1st quarter	35·98	2·46	6·65	2·73	24·13	4·41	4·95	13·56	3·16	4·25	2·35
2nd quarter	36·02	2·56	6·52	2·86	24·08	4·45	4·88	13·42	2·97	4·22	2·36
3rd quarter	36·16	2·42	6·60	2·95	24·19	4·36	4·98	13·62	3·11	4·29	2·45
4th quarter	37·74	2·51	7·08	3·15	25·01	4·47	4·94	14·44	3·20	4·59	2·55
1968 1st quarter	39·04	2·80	7·75	3·10	25·39	4·66	4·98	14·51	3·26	4·75	2·24
2nd quarter	39·57	2·74	8·27	3·11	25·45	4·62	5·04	14·50	2·99	4·82	2·56
3rd quarter	42·06	2·79	8·41	3·30	27·56	4·80	5·27	16·12	3·81	5·22	2·67
4th quarter	43·38	3·08	8·45	3·45	28·40	4·88	5·34	16·67	3·99	5·31	2·78
1969 1st quarter	43·64	3·27	7·69	3·44	29·24	4·87	5·46	17·47	4·02	5·80	2·84
2nd quarter	47·67	3·28	9·61	3·45	31·34	5·04	5·85	18·92	4·47	6·12	3·10
3rd quarter	48·37	3·24	9·23	4·04	31·85	5·01	6·10	19·22	4·42	6·24	3·24
4th quarter						5·04					

(†) Canadian and United States imports are valued f.o.b.
Sources: United Kingdom: Board of Trade.
Other countries: OECD.

(Continued on next page)

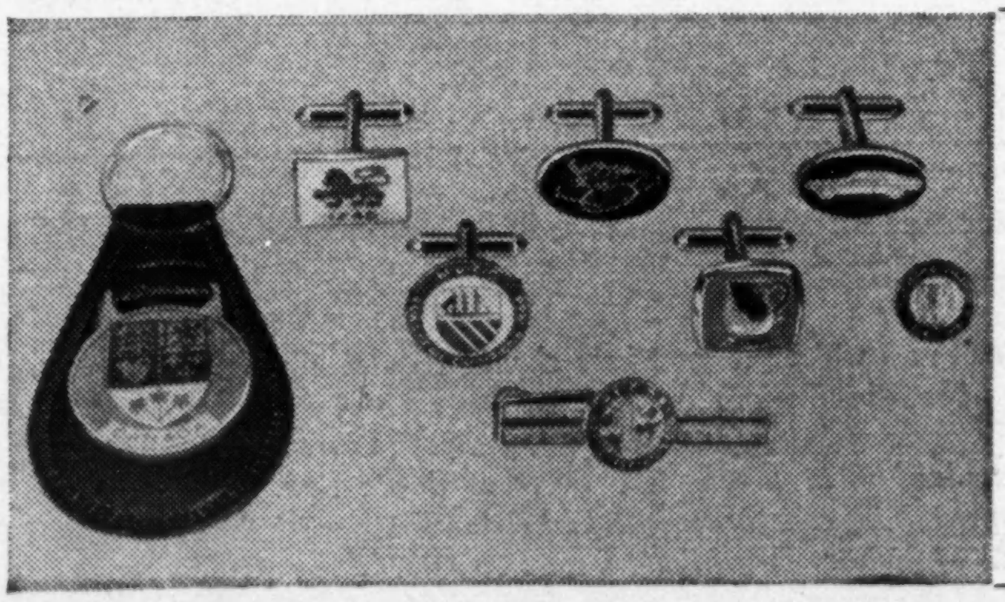

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Table 4. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million (f.o.b.)

	Total (†) (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States (†)	Japan	Sweden	Switzerland	Belgium – Luxembourg	France	German Federal Republic	Italy	Netherlands
1963	16·24	2·45	0·71	3·46	1·23	0·55	0·55	0·96	1·46	3·23	0·97	0·68
1964	18·53	2·59	0·86	3·99	1·52	0·62	0·60	1·13	1·62	3·60	1·17	0·83
1965	20·69	2·80	0·95	4·21	1·94	0·69	0·67	1·30	1·83	3·98	1·40	0·91
1966	23·15	2·98	1·20	4·69	2·26	0·76	0·75	1·40	1·99	4·50	1·60	1·00
1967	24·69	2·95	1·47	5·07	2·45	0·83	0·80	1·44	2·11	4·87	1·75	1·06
1968	28·55	3·17	1·83	5·78	3·05	0·91	0·90	1·67	2·35	5·57	2·10	1·22
1965 1st quarter	19·49	2·68	0·84	3·66	1·67	0·66	0·61	1·28	1·73	3·86	1·32	0·87
2nd quarter	20·52	2·73	1·00	4·58	1·96	0·67	0·66	1·26	1·87	3·87	1·41	0·90
3rd quarter	21·07	2·85	0·92	4·03	2·05	0·62	0·66	1·25	1·70	3·84	1·37	0·89
4th quarter	21·66	2·92	1·04	4·57	2·11	0·79	0·78	1·41	2·02	4·34	1·50	0·99
1966 1st quarter	22·21	2·90	1·08	4·55	1·93	0·73	0·69	1·36	1·93	4·22	1·50	0·94
2nd quarter	22·52	2·81	1·18	4·79	2·17	0·78	0·74	1·40	2·10	4·38	1·65	1·03
3rd quarter	23·52	3·08	1·15	4·45	2·35	0·66	0·72	1·28	1·82	4·45	1·57	0·98
4th quarter	24·35	3·20	1·40	4·95	2·60	0·88	0·83	1·57	2·11	4·96	1·69	1·05
1967 1st quarter	24·55	3·18	1·38	5·10	2·13	0·78	0·74	1·47	2·08	4·66	1·73	1·05
2nd quarter	25·00	3·05	1·53	5·34	2·39	0·92	0·79	1·46	2·18	4·91	1·77	1·08
3rd quarter	24·65	3·03	1·34	4·73	2·58	0·70	0·74	1·22	1·90	4·62	1·66	1·03
4th quarter	24·95	2·53	1·64	5·14	2·70	0·93	0·90	1·59	2·28	5·29	1·82	1·09
1938 1st quarter	26·91	3·07	1·73	5·32	2·43	0·86	0·82	1·65	2·42	5·21	1·97	1·17
2nd quarter	27·02	3·01	1·88	5·99	2·99	0·89	0·86	1·64	1·95	5·09	2·05	1·16
3rd quarter	29·73	3·25	1·69	5·75	3·19	0·88	0·88	1·57	2·35	5·51	2·04	1·21
4th quarter	30·51	3·34	2·03	6·04	3·57	1·01	1·04	1·85	2·67	6·46	2·33	1·35
1969 1st quarter	30·31	3·39	2·00	5·59	3·16	1·00	0·94	1·91	2·64	5·76	2·38	1·35
2nd quarter	33·20	3·54	2·18	6·96	3·60	1·08	1·02	2·05	2·87	6·43	2·61	1·47
3rd quarter	34·50 (p)	3·82			3·95	0·97	1·01		2·43	6·41		1·48
4th quarter		3·88										

(†) Excluding United States special category exports (see definitions)
Sources: United Kingdom and Total: Board of Trade
United States: Department of Commerce
Other countries: OECD

Table 5. World trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (f.o.b.) from			*Volume of world exports 1963 = 100*	Imports (c.i.f.) (†) into		
	World	Industrial countries	Primary producers		World	Industrial countries	Primary producers
1963	33·71	24·16	9·56	*100*	35·20	25·26	9·94
1964	37·91	27·47	10·44	*110*	39·60	28·45	11·15
1965	41·10	30·13	10·97	*118*	43·07	31·14	11·93
1966	45·08	33·14	11·74	*127*	47·21	34·63	12·58
1967	47·38	35·17	12·21	*133*	49·69	36·44	13·25
1968	52·89	39·68	13·21	*149*	55·22	41·11	14·11
1965 1st quarter	38·83	28·23	10·60	*112*	40·71	29·19	11·52
2nd quarter	40·94	29·96	10·98	*118*	42·98	30·96	12·02
3rd quarter	41·68	30·67	11·01	*120*	43·67	31·52	12·15
4th quarter	42·83	31·55	11·28	*123*	44·92	32·88	12·04
1966 1st quarter	43·69	32·10	11·59	*124*	46·13	33·72	12·41
2nd quarter	44·66	32·90	11·76	*125*	46·25	34·11	12·15
3rd quarter	45·67	33·82	11·85	*128*	48·08	35·31	12·77
4th quarter	46·30	34·45	11·85	*130*	48·60	35·50	13·10
1967 1st quarter	47·31	35·16	12·15	*132*	49·34	35·98	13·36
2nd quarter	47·18	35·19	11·99	*133*	49·49	36·02	13·47
3rd quarter	47·34	35·15	12·19	*133*	49·17	36·16	13·01
4th quarter	48·08	35·55	12·52	*135*	50·93	37·74	13·19
1968 1st quarter	50·22	37·61	12·61	*143*	52·62	39·04	13·58
2nd quarter	50·91	37·85	13·06	*144*	53·43	39·57	13·86
3rd quarter	54·62	41·12	13·50	*155*	56·32	42·06	14·26
4th quarter	55·49	41·79	13·70	*153*	58·14	43·38	14·76
1969 1st quarter	55·50	41·73	13·77	*155*	58·01	43·64	14·37
2nd quarter	60·47	46·16	14·31	*167*	62·47	47·67	14·80
3rd quarter	61·96 (p)	46·97	14·99 (p)	*171* (p)	63·66 (p)	48·37	15·29 (p)

(†) Imports into Canada and the United States are valued f.o.b.
Sources: Industrial countries: OECD
Primary producers: International Monetary Fund (seasonally adjusted by the Board of Trade)
Volume index: United Nations (seasonally adjusted by the Board of Trade)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 6. Index numbers of industrial production

Seasonally adjusted

1963 = 100

	Industrial countries	Canada	United States	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100·0	3·5	51·0	5·7	39·8	8·6	1·6	25·0	7·8	10·6	4·0
1963	100	100	100	100	100	100	100	100	100	100	100
1964	108	110	106	116	107	108	110	107	108	108	101
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	128	126	136	118	113	124	117	117	116	118
1967	126	130	127	162	119	113	127	119	120	114	128
1968	135	137	133	190	128	119	134	129	126	128	136
1965 1st quarter	112	116	113	120	111	111	117	110	106	114	101
2nd quarter	113	117	114	119	111	111	118	111	108	114	105
3rd quarter	115	121	116	120	112	111	121	112	110	114	107
4th quarter	117	124	118	122	114	113	121	114	113	115	110
1966 1st quarter	121	127	123	126	117	114	123	116	114	118	114
2nd quarter	122	128	125	132	117	113	123	117	116	118	116
3rd quarter	124	128	127	139	118	114	123	118	119	116	121
4th quarter	125	129	128	146	117	111	125	117	119	114	121
1967 1st quarter	124	129	127	151	117	111	127	117	119	112	126
2nd quarter	124	130	126	157	118	112	128	116	118	111	128
3rd quarter	126	131	127	166	119	112	127	119	120	114	127
4th quarter	129	132	129	174	123	115	130	123	123	120	131
1968 1st quarter	131	133	130	177	124	117	129	125	127	120	133
2nd quarter	132	136	132	187	123	118	135	122	107	127	135
3rd quarter	135	138	133	194	130	120	137	131	131	129	136
4th quarter	139	142	135	203	135	122	141	137	139	135	141
1969 1st quarter	142	145	137	205	137	122	142	140	138	140	143
2nd quarter	144	144	139	218	140	124	147	143	142	144	145
3rd quarter	145	142	140	227	141	123	148	143	141	143	143

Source: OECD

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 30, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Rembrandt – The Three Crosses	Br/E 34575	15	January 26	The British Film Institute	Balfour Films (trading as Samaritan Films Ltd.)
Scream and Scream Again	Br/E 34580	95	January 27	Warner-Pathe Distributors Ltd.	Amicus Productions Ltd.
Faithful Departed	Br/E 34598	10	January 29	Contemporary Films Ltd.	B.A.C. Enterprises Ltd., Dublin.
Movietone News 2121	Br/E 34641	8	January 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2121A	Br/E 34642	8	January 30	" "	" "
Pathe News 70-8	Br/E 34588	7	January 30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-9	Br/E 34589	8	January 30	" "	" "
				FOREIGN	
Butch Cassidy and the Sundance Kid	F 34571	110	January 26	Twentieth Century-Fox Film Co. Ltd.	Campanile Productions Inc. and Twentieth Century-Fox Film Corp.
Swamp Snapper	F 34572	5	January 26	" "	Terrytoons Inc.
The Frog	F 34573	8	January 26	" "	" "
Hell's Angels '69	F 34574	98	January 26	Warner-Pathe Distributors Ltd.	Tracom Productions.
Tell Them Willie Boy Is Here	F 34576	98	January 26	Rank Film Distributors Ltd.	Universal International Films Inc.
Winning	F 34577	121	January 26	" "	" "
Tiger By The Tail	F 34578	99	January 27	Commonwealth United Entertainment (UK) Ltd.	Commonwealth United Corp.
Here Is Your Life	F 34579	119	January 27	Cinecenta Film Distributors Ltd.	AB Svensk Filmindustri, Stockholm.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Mechanical Handling Plant for Second Quarter 1969

A complete list of titles in the production Series was last published in the *Board of Trade Journal* on January 21, on page 139.

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Machine tool order book–continued increase

THE MINISTRY of Technology's provisional figures for November show undelivered machine tool orders exceeding £145 million. Net new orders have exceeded deliveries in each of the last seven quarters.

In the past year, orders on hand for home delivery have grown from six months deliveries to ten months. Export deliveries, however, have kept pace with increasing orders and outstanding orders have remained at about ten months work on hand.

On a seasonally adjusted basis, deliveries for the last three months are only 3 per cent above the previous three months, while net new orders are 12 per cent higher.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·3	28·9	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·1	29·5	145·5	101·3	44·2
1967	155·6	109·9	45·7	91·7	49·5	42·2	145·7	87·6	58·1
1968	153·1	99·9	53·2	105·5	56·4	49·1	166·9	106·7	60·2
1968 1st quarter	39·3	25·3	14·0	93·3	50·1	43·2	40·9	25·8	15·1
2nd quarter	34·0	22·1	11·9	96·8	52·6	44·2	37·6	24·6	13·0
3rd quarter	38·1	24·5	13·6	101·5	53·9	47·6	42·8	25·8	17·0
4th quarter	41·7	28·0	13·7	105·5	56·4	49·1	45·6	30·5	15·1
1969 1st quarter	41·3	25·3	16·0	114·8	65·6	50·2	50·6	33.5	17·1
2nd quarter	40·4	24·3	16·1	126·6	72·2	54·4	52·2	31·9	20·3
3rd quarter p	44·5	27·9	16·6	131·8	75·8	56·0	49·8	31·5	18·3
4th quarter									
1968 January	13·3	9·3	4·0	96·1	51·4	44·7	17·8	11·2	6·6
February	11·8	7·6	4·2	95·5	52·2	43·3	11·1	8·3	2·8
March	14·2	8·4	5·8	93·3	50·1	43·2	12·0	6·3	5·7
April	10·5	6·8	3·7	94·4	51·8	42·6	11·6	8·5	3·1
May	11·9	7·6	4·3	97·5	53·9	43·6	15·0	9·7	5·3
June	11·7	7·7	4·0	96·8	52·6	44·2	11·0	6·5	4·5
July	13·6	8·8	4·8	99·1	54·0	45·1	15·9	10·2	5·7
August	11·0	7·3	3·7	100·4	54·8	45·6	12·3	8·1	4·2
September	13·4	8·3	5·1	101·5	53·9	47·6	14·6	7·5	7·1
October	12·1	7·8	4·3	106·6	56·5	50·1	17·1	10·4	6·7
November	12·9	8·4	4·5	107·0	57·6	49·4	13·4	9·6	3·8
December	16·7	11·8	4·9	105·5	56·4	49·1	15·1	10·5	4·6
1969 January	14·3	9·7	4·6	109·0	57·8	51·2	17·8	11·0	6·8
February	12·1	7·0	5·1	110·8	60·1	50·8	14·0	9·4	4·6
March	14·9	8·6	6·3	114·8	64·6	50·2	18·8	13·1	5·7
April	11·1	6·5	4·6	119·1	67·7	51·4	15·4	9·6	5·8
May	14·3	9·0	5·3	123·0	70·5	52·5	18·2	11·8	6·4
June	15·0	8·8	6·2	126·6	72·2	54·4	18·6	10·5	8·1
July p	14·6	9·4	5·2	127·4	71·1	56·3	15·4	8·3	7·1
August p	11·5	6·9	4·6	132·8	76·0	56·8	16·9	11·7	5·2
September p	18·4	11·6	6·8	131·8	75·8	56·0	17·5	11·5	6·0
October p	15·1	9·5	5·6	139·6	80·1	59·5	22·9	13·8	9·1
November p	13·8	7·8	6·0	145·4	83·5	61·9	19·7	11·2	8·5
December									
December 1968-November 1969 p	171·8	106·5	65·3	145·4	83·5	61·9	210·2	132·4	77·8
December 1967-November 1968	150·2	97·6	52·6	107·0	57·6	49·4	162·4	103·3	59·1
Percentage increase	*14*	*9*	*24*	*36*	*45*	*25*	*29*	*28*	*32*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be an apprent slight discrepancy between the sum of the constituent items and the totals shown.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended December 27, 1969:

	£	£
Distributors' earnings submitted:		
High cost films	503,671	
Low cost films:		
Eligible (after multiplying by 2½)	24,013	
Not eligible for 2½ times rental	8,473	
		536,157
Films of less than 3,000 ft. (after multiplying by 2½)		11,702
		£547,859

Levy collections paid to Agency by HM Customs and Excise to January 19, 1970, together with an estimate of collections approximately covering entertainments for four weeks ended December 27, 1969 £220,900

The second interim allocation for the thirteenth distribution period will be at the rate of 40 per cent.

Table 2. Metal working machines tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·8	28·4	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·6	29·0	145·5	101·3	44·2
1967	155·6	109·9	45·7	90·7	49·3	41·4	145·7	87·6	58·1
1968	153·1	99·9	53·2	104·5	56·2	48·3	166·9	106·7	60·2
1968 1st quarter	36·6	24·1	12·5	94·3	51·1	43·2	40·2	25·8	14·4
2nd quarter	36·5	23·5	13·0	94·8	51·4	43·4	37·0	23·8	13·2
3rd quarter	39·5	25·3	14·2	99·3	53·5	45·8	44·0	27·4	16·6
4th quarter	40·5	27·0	13·5	104·5	56·2	48·3	45·7	29·7	16·0
1969 1st quarter	38·4	24·0	14·4	118·3	66·4	51·9	51·2	34·0	17·2
2nd quarter	43·2	25·6	17·6	127·2	72·0	55·2	52·1	31·2	20·9
3rd quarter p	46·2	28·5	17·7	134·1	78·2	55·9	52·9	34·6	18·3
4th quarter									
1968 January	12·9	8·8	4·1	93·7	50·7	43·0	16·0	10·2	5·8
February	12·3	8·2	4·1	94·4	51·3	43·1	12·9	8·8	4·1
March	11·4	7·1	4·3	94·3	51·1	43·2	11·3	6·8	4·5
April	12·2	8·0	4·2	94·0	51·2	42·8	12·0	8·1	3·9
May	12·0	7·6	4·4	95·1	52·1	43·0	13·0	8·4	4·6
June	12·3	7·9	4·4	94·8	51·4	43·4	12·0	7·3	4·7
July	14·6	9·4	5·2	94·8	51·2	43·6	14·7	9·2	5·5
August	12·6	8·4	4·2	97·2	52·0	45·2	14·9	9·2	5·7
September	12·3	7·5	4·8	99·3	53·5	45·8	14·4	9·0	5·4
October	12·8	8·3	4·5	103·4	56·2	47·2	16·8	10·9	5·9
November	12·7	8·3	4·4	104·0	56·6	47·4	13·4	8·8	4·6
December	15·0	10·4	4·6	104·5	56·2	48·3	15·5	10·0	5·5
1969 January	13·9	9·1	4·8	107·5	57·3	50·2	15·9	10·0	5·9
February	12·5	7·7	4·8	111·6	59·4	52·2	16·6	9·8	6·8
March	12·0	7·2	4·8	118·3	66·4	51·9	18·7	14·2	4·5
April	12·9	7·5	5·4	121·6	68·0	53·6	16·2	9·1	7·1
May	14·3	9·0	5·3	123·0	69·3	53·7	15·7	10·3	5·4
June	16·0	9·1	6·9	127·2	72·0	55·2	20·2	11·8	8·4
July p	15·7	10·0	5·7	125·9	69·5	56·4	14·2	7·4	6·8
August p	13·6	8·0	5·6	132·5	74·7	57·8	20·2	13·2	7·0
September	16·9	10·5	6·4	134·1	78·2	55·9	18·5	14·0	4·5
October p	16·0	10·0	6·0	140·3	82·5	57·8	22·3	14·4	7·9
November p	13·6	7·7	5·9	147·3	85·1	62·2	20·5	10·3	10·2
December									
Average of the latest 3 months p	15·5	9·4	6·1	147·3	85·1	62·2	20·4	12·9	7·5
Average of the previous 3 months p	15·1	9·0	6·1	132·5	74·7	57·8	18·2	10·8	7·4
Percentage increase	*3*	*4*	..	*11*	*14*	*8*	*12*	*19*	*1*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(‡) There may be apparent slight discrepancy between the sum of the constituent items and the totals shown.

Record five million overseas visitors to Britain last year

MORE THAN five million overseas visitors came to Britain last year – a rise of over one million (25 per cent) on record-breaking 1968, according to the British Tourist Authority. A BTA spokesman said on January 26 that a total of five million overseas visitors in 1969 was assured by the arrival in Britain by the end of November of 3,644,000 foreign visitors.

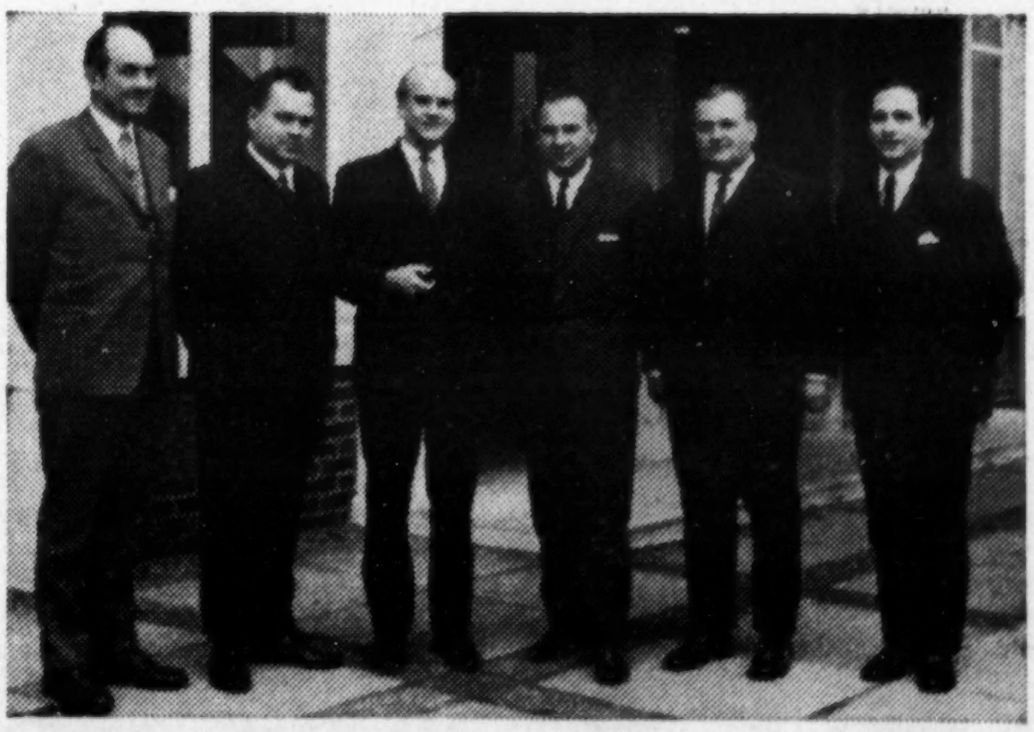
This figure – which does not include tourist arrivals from Commonwealth countries – was 700,000 (24 per cent) higher than in the same period of record-breaking 1968. It was also 540,000 (18 per cent) more than the total number of foreign visitors received throughout the whole of 1968.

Tourist arrivals in Britain during the January-to-November period of 1969 included 1,098,000 visitors from the United States. This was an increase of 257,000 (31 per cent) on the period and marked the first time that a million American visitors had been received by Britain in any one year.

A British Tourist Authority spokesman said it was estimated that the total number of visitors from the United States in 1969 exceeded 1,250,000. This meant that for the third year running more American tourists had visited Britain than any other European country.

By the end of November Britain had been visited by 2,210,000 European tourists. This was an increase of 380,000 (21 per cent) on the period and 268,000 more than in the whole of 1968.

The BTA spokesman said the total number of European visitors to Britain in 1969 is estimated to have been in the region of 2,500,000 – an increase of 21 per cent on the previous year.



Three directors of the large VSS (Vychodoslovenske Strojarne) manufacturing and contracting organization from Kosice, Eastern Slovakia, visited the APV works in Crawley. From left to right are: Dr. F. Horak, Czechoslovak Embassy; Ing. Potocek, VSS; Mr. W. Blois-Johnson, sales director, APV International Ltd.; Ing. Jan Veles, managing director, VSS; Ing. Jaroslav Pavkovcek, commercial director, VSS; P. P. Tarnoy, APV special representative in Czechoslovakia. Technical co-operation including a manufacturing agreement were discussed during the visit.

UK COMPUTER MARKET—3RD QUARTER 1969

Computer output at record level

Figures published by the Ministry of Technology reveal that, with repairs and maintenance included, the total output of computers and ancilliary equipment in the third quarter of 1969 was the highest yet recorded at £61.8 million.

Deliveries up by more than 20 per cent

In this period total deliveries of equipment increased by 22 per cent over those of the second quarter of 1969. Deliveries of British-made hardware were very much higher, but deliveries of factored equipment were appreciably lower.

Movements of the size of those which were recorded are quite exceptional and there are grounds for expecting that they will not be maintained when the fourth quarter figures become available. In any case, the cumulative figures for the first nine months of 1969 when compared with the corresponding figures for 1968, as in the table below, give a more correct impression.

Deliveries of computer hardware

£ million, current prices

	All machines			British made			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1968									
First 9 months	114·7	86·1	28·6	82·7	54·9	27·8	32·0	31·2	0·8
1969									
First 9 months	147·5	104·0	43·5	111·9	68·5	43·4	35·6	35·5	0·1
Increase £m	32·8	17·9	14·9	29·2	13·6	15·6	3·6	4·3	-0·7
%	*29*	*21*	*52*	*35*	*25*	*56*	*11*	*14*	*-87*

Tables 1, 2 and 3 attached give full details of deliveries and total output, and it will be seen that the proportion of the home market met by factored equipment fell slightly from 36 per cent in the first three quarters of 1968 to 34 per cent in the corresponding period of 1969.

Substantial rise in exports

Exports were particular buoyant in the first three quarters of 1969. They rose from £28.6 million in that period of 1968 to £43.5 million, an increase of over half, and British-made equipment was responsible for the whole of the increase, exports of factored hardware having virtually fallen to nothing.

The number of systems delivered in the third quarter of 1969 was as follows:

Digital computer systems delivered, 3rd quarter 1969

	Home		Export	
	No.	Value	No.	Value
Less than £5,000	42	161	—	—
£5,000– £19,000	79	872	27	199
£20,000– £49,000	29	1,016	15	594
£50,000–£119,000	54	4,279	38	2,960
£120,000–£249,000	45	8,003	34	6,088
£250,000–£499,000	12	3,916	8	2,351
£500,000–£999,000	2	1,382	—	—
More than £1,000,000	—	—	—	—
Unclassified	150	4,402	132	678
Total	413	24,031	254	12,870

The number of large systems (i.e. those in excess of £250,000) increased sharply, particularly for export.

Orders on hand reach plateau?

Orders on hand at September 30, 1969 were virtually unchanged at £289 million from the end-June figure of £288 million. The full details appear in Table 4 from which it will be observed that there is very little movement in the orders on hand for British-made or factored machines or in the orders for the home and export markets.

This is still gratifying, however, in view of the high level of deliveries, but it can be seen from the derived figure of Net New Orders that the value of orders taken in the third quarter of 1969 was lower than in the second quarter:

Net new orders for electronic computers

£ million, current prices

	1967			1968			1969		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1st quarter	70·1	62·1	8·0	50·1	40·4	9·7	59·6	40·4	19·2
2nd quarter	38·8	27·8	11·0	38·5	23·6	14·9	77·0	47·9	29·1
3rd quarter	45·0	35·1	9·9	76·0	60·6	15·4	59·1	39·2	19·9
4th quarter	34·7	24·5	10·2	53·6	43·6	10·0			

Employment

Numbers employed in the industry appear to be increasing.

Table 1. Total deliveries of electronic computers

£ thousand

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969																			
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	60	17	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20,124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter	21,446	4,532	345	—	1,392	293	1,031	564	9,605	2,855	33,819	8,244	2,787	82	26	30	36,662	8,326	2,150
2nd quarter	25,481	6,652	263	3	1,271	222	1,066	223	8,704	3,146	36,785	10,246	2,717	227	13	113	39,628	10,473	2,556
3rd quarter	31,930	6,728	470	42	1,034	239	1,699	313	9,014	2,825	44,147	10,147	3,411	230	7	37	47,602	10,377	2,398
4th quarter	34,409	8,667	882	188	1,535	390	1,106	73	12,664	2,885	50,596	12,203	2,953	168	10	62	53,621	12,371	2,743
1969 1st quarter p	25,906	6,901	579	80	1,995	199	1,263	103	13,294	3,358	43,037	10,641	3,241	229	7	30	46,315	10,870	3,463
2nd quarter p	25,983	7,708	1,684	114	1,941	545	1,411	341	15,993	4,798	47,012	13,506	3,712	384	3	32	50,759	13,890	2,855
3rd quarter p	36,901	12,870	335	168	2,113	680	1,142	106	16,998	5,541	57,489	19,365	4,334	269	18	3	61,844	19,634	3,009
4th quarter p																			

Table 2. Deliveries of electronic computers (British made)

£ thousand

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969																			
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661	17,658	7,310	1,336	76	57	17	19,068	7,386	1,047
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705	19,904	8,464	1,339	81	60	17	21,320	8,545	1,013
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750	21,211	8,571	1,178	77	114	13	22,516	8,648	921
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152	19,655	7,334	1,380	79	95	7	21,137	7,413	1,010
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082	19,878	8,001	1,338	77	102	2	21,320	8,078	1,262
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532	22,976	9,005	1,679	344	111	5	24,771	9,349	1,272
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643	25,382	9,132	2,035	251	111	22	27,550	9,383	1,166
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471	27,905	9,470	2,254	398	142	34	30,335	9,890	1,801
1968 1st quarter	17,173	4,152	345	—	924	293	1,022	564	6,548	2,843	26,012	7,852	2,002	82	26	30	28,070	7,934	1,586
2nd quarter	18,223	6,344	234	3	735	222	1,041	223	7,027	3,061	27,260	9,853	2,297	227	13	113	29,683	10,080	1,469
3rd quarter	19,851	6,728	470	42	538	234	1,699	313	6,861	2,825	29,419	10,142	2,948	230	7	37	32,411	10,372	2,344
4th quarter	21,950	8,579	882	188	1,038	383	1,106	73	6,676	2,885	31,652	12,108	2,508	168	10	62	34,232	12,276	2,183
1969 1st quarter p	19,533	6,889	579	80	1,231	198	1,263	103	8,117	3,356	30,723	10,626	2,643	229	7	30	33,403	10,855	2,683
2nd quarter p	19,233	7,708	670	114	1,344	539	1,411	341	10,462	4,796	33,120	13,498	3,180	384	3	32	36,335	13,882	1,452
3rd quarter p	31,308	12,837	271	168	1,562	672	1,142	106	13,828	5,459	48,111	19,242	3,725	269	18	3	51,857	19,511	2,057
4th quarter p																			

Table 3. Deliveries of electronic computers (Factored)

£ thousand

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (†)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969																			
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287	9,003	758	—	—	—	—	9,003	758	—
2nd quarter	8,684	462	—	—	91	—	125	—	469	119	9,369	581	222	—	—	—	9,591	581	40
3rd quarter	7,643	198	—	—	114	—	125	—	506	76	8,388	274	245	—	—	—	8,633	274	40
4th quarter	9,077	286	—	—	75	—	125	—	473	2	9,750	288	224	—	—	—	9,974	288	193
1967 1st quarter	4,733	422	33	—	66	—	—	—	1,197	58	6,029	480	252	—	—	—	6,281	480	386
2nd quarter	5,585	246	37	—	224	—	—	—	880	192	6,726	438	339	—	—	6	7,071	438	863
3rd quarter	8,961	320	—	—	68	—	—	—	775	21	9,804	341	330	—	—	7	10,141	341	703
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12	8,533	435	347	—	—	—	8,880	435	1,030
1968 1st quarter	4,273	380	—	—	468	—	9	—	3,057	12	7,807	392	785	—	—	—	8,592	392	564
2nd quarter	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9,945	393	1,087
3rd quarter	12,079	—	—	—	496	5	—	—	2,153	—	14,728	5	463	—	—	—	15,191	5	54
4th quarter	12,459	88	—	—	497	7	—	—	5,988	—	18,944	95	445	—	—	—	19,389	95	560
1969 1st quarter p	6,373	12	—	—	764	1	—	—	5,177	2	12,314	15	598	—	—	—	12,912	15	780
2nd quarter p	6,750	—	1,014	—	597	6	—	—	5,531	2	13,892	8	532	—	—	—	14,424	8	1,403
3rd quarter p	5,593	33	64	—	551	8	—	—	3,170	82	9,378	123	609	—	—	—	9,987	123	952
4th quarter p																			

(†) Work done in UK only.

Table 4. Orders on Hand for electronic computers and peripherals

£ million

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 March 31	171·1	142·2	28·9	114·2	86·5	27·7	56·9	55·7	1·2
June 30	180·2	149·7	30·5	123·9	94·4	29·5	56·3	55·3	1·0
September 30	190·0	159·0	31·0	135·8	105·9	29·9	54·2	53·1	1·1
December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 March 31	204·6	171·9	32·7	125·3	93·1	32·2	79·3	78·8	0·5
June 30	206·3	169·0	37·3	140·4	103·2	37·2	65·9	65·8	0·1
September 30	238·2	195·6	42·6	147·6	105·0	42·6	90·6	90·6	—
December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	257·9	208·9	49·0	157·9	108·9	49·0	100·0	100·0	—
June 30	287·9	223·3	64·6	184·5	119·9	64·6	103·4	103·4	—
September 30	289·5	224·3	65·2	186·1	120·9	65·2	103·4	103·4	—

Table 5. Numbers employed in United Kingdom electronic computer industry

	Total	R & D	Manu-facturing	Sales	Other
1966					
31st December	35,800	3,600	15,300	4,700	12,200
1967					
31st March	37,600	4,200	15,200	5,000	13,200
30th June	39,000	4,300	16,000	5,000	13,700
30th September	40,600	4,400	16,600	5,300	14,300
31st December	41,600	4,800	17,000	5,600	14,200
1968					
31st March	44,500	5,000	17,500	5,500	16,500
30th June	44,600	4,800	18,200	5,200	16,400
30th September	45,600	5,300	18,000	5,300	17,000
31st December	45,100	4,900	17,800	5,500	16,900
1969					
31st March	44,000	4,600	17,200	5,300	16,900
30th June	45,800	5,200	17,600	5,700	17,300
30th September	47,800	5,200	18,600	5,800	18,200

Civil aviation balance of payments

A SERIES OF ARTICLES on 'Trends in Invisible Transactions' was introduced in the September 17, 1969 issue of the *Board of Trade Journal*. This article follows on with the civil aviation account in greater depth and detail, distinguishing the most important changes which have occurred in recent years. A quarterly series of the constituent parts of the account is published for the first time in Table 1. This covers the years 1964 to 1968 together with preliminary estimates for the first three quarters of 1969 and prefaces the regular publication of detailed quarterly figures in future.

The United Kingdom enjoys an increasing surplus on its civil aviation balance of payments. This had risen from £8 million in 1958 to £27 million in 1963 but remained steady at about that level in the following five years. Preliminary estimates for the first three quarters of 1969 indicate a higher surplus at an annual rate of more than £40 million.

Civil Aviation affects the balance of payments in many ways. Business transactions may depend partly on the availability of air services but it is not practicable to identify the contribution of air services to the total volume of business activity. Similarly travel expenditure over and above the journey fare, which is reported in the balance of payments travel account, is stimulated by the availability of air services but depends also on many other service industries such as hotels, shops and restaurants. More directly, imports of civil transport aircraft from overseas and overseas loans to finance them have become important in recent years. In the balance of payments accounts, aircraft imports are part of visible trade, interest on loans is included in invisibles and borrowing to finance the purchase of aircraft is recorded in monetary movements.

The civil aviation account is a summary of transactions with the rest of the world for the sale and operation of air services, i.e. the revenues and expenditures of the airlines which flow directly from the operation of air services. Credits comprise revenues received by the United Kingdom airlines from overseas residents for passenger fares, for the carriage of United Kingdom exports, freight on cross trades, mail and charter hire together with expenditures in the United Kingdom by overseas airlines on airport charges, fuel and other operating expenses. Debits include the overseas operating expenditures of United Kingdom airlines together with the passenger fares paid by United Kingdom residents to overseas airlines and the freight charges which the overseas airlines earn from the carriage of United Kingdom imports. A fuller definition of the items included and methods of estimation is given in the annual United Kingdom Balance of Payments 'Pink Book'. A series of values for the main headings in the account, for a run of years, is in Table 2.

United Kingdom airline revenues from United Kingdom residents for travel on international services and from the carriage of import freight are not included in the balance of payments accounts because they are treated as domestic transactions between United Kingdom residents. These revenues are shown as a memorandum item in the Pink Book. Although they are not included in the balance of payment, the corresponding overseas expenditures incurred by the United Kingdom airlines in earning these revenues are included, and it is not practicable to allocate overseas costs between United Kingdom and overseas residents when both are carried on the same services. Table 2 shows both the total United Kingdom airline revenues from international services and the balance of payments revenues from overseas residents.

The revenue and expenditure flows depend largely on the volume of traffic carried. International air traffic to and from the United Kingdom, on scheduled and charter services by United Kingdom and overseas operators is listed in Table 3 for passengers and Table 4 for freight.

International air traffic

In the five years 1962 to 1967, total international air passengers to and from the United Kingdom increased by 81 per cent. This includes charter traffic which increased at double the overall rate from one sixth of the total traffic in 1962 to one quarter of the total in 1967. Freight increased by only 23 per cent, but if cross channel air vehicle ferries are excluded, and these were a declining trade, the air freight increase was 116 per cent. Compared with the international scheduled services of airlines of ICAO States, the United Kingdom increases are less than the world figures of 83 per cent in passengers and 155 per cent in freight tonne-kilometres for the same period. They match more closely the European airline increases of 73 and 138 per cent respectively. 1967 and 1968 were years of slower growth in United Kingdom air travel because of travel restrictions and other economic constraints.

The United Kingdom airlines have a 57 per cent share of total air passenger traffic to and from this country. This was increasing

Table 1. Civil aviation balance of payments

Current prices £ million

	Net Balance				Credits						Debits						
	Net Surplus		Recorded Airline Surpluses		Total		UK Airlines				Overseas Airlines	Total		UK Airlines	Overseas Airlines		
									Freight								
	Seasonally adjusted	Recorded	UK Airlines	Overseas Airlines	Seasonally adjusted	Recorded	Total	Passengers	Freight on Exports and Cross trades	Other	UK Expenditure	Seasonally adjusted	Recorded	Overseas Expenditure	Total	Passengers	Freight on UK Imports	Other
1964	+27	+27	+51	-24	143	143	114	89	11	14	29	116	116	63	53	43	9	1
1965	+28	+28	+55	-27	162	162	127	99	13	15	35	134	134	72	62	51	9	2
1966	+30	+30	+59	-29	180	180	141	108	16	17	39	150	150	82	68	55	10	3
1967	+27	+27	+62	-35	199	199	152	114	19	19	47	172	172	90	82	67	13	2
1968	+29	+29	+75	-46	235	235	178	132	24	22	57	206	206	103	103	83	17	3
1964 1st quarter	+ 6	+ 1	+ 6	- 5	34	25	20	14	2	4	5	28	24	14	10	7	2	1
2nd quarter	+ 7	+ 9	+13	- 4	35	36	28	22	3	3	8	28	27	15	12	10	2	—
3rd quarter	+ 6	+10	+20	-10	35	46	37	31	3	3	9	29	36	17	19	17	2	—
4th quarter	+ 8	+ 7	+12	- 5	39	36	29	22	3	4	7	31	29	17	12	9	3	—
1965 1st quarter	+ 6	+ 1	+ 5	- 4	38	28	21	15	3	3	7	32	27	16	11	8	2	1
2nd quarter	+ 7	+ 9	+16	- 7	41	42	33	26	3	4	9	34	33	17	16	13	2	1
3rd quarter	+ 8	+12	+23	-11	43	56	45	38	3	4	11	35	44	22	22	20	2	—
4th quarter	+ 7	+ 6	+11	- 5	40	36	28	20	4	4	8	33	30	17	13	10	3	—
1966 1st quarter	+ 6	+ 2	+ 7	- 5	42	32	25	18	3	4	7	36	30	18	12	9	3	—
2nd quarter	+ 8	+ 9	+16	- 7	46	46	36	29	4	3	10	38	37	20	17	14	2	1
3rd quarter	+ 8	+15	+26	-11	46	63	50	40	5	5	13	38	48	24	24	20	3	1
4th quarter	+ 8	+ 4	+10	- 6	46	39	30	21	4	5	9	38	35	20	15	12	2	1
1967 1st quarter	+ 9	+ 4	+10	- 6	49	37	29	20	5	4	8	40	33	19	14	11	3	—
2nd quarter	+ 7	+ 8	+15	- 7	50	50	37	29	4	4	13	43	42	22	20	16	3	1
3rd quarter	+ 6	+12	+26	-14	50	68	53	42	5	6	15	44	46	27	29	25	3	1
4th quarter	+ 5	+ 3	+11	- 8	50	44	33	23	5	5	11	45	41	22	19	15	4	—
1968 1st quarter	+ 9	+ 3	+12	- 9	39	45	35	24	6	5	10	50	42	23	19	14	5	—
2nd quarter	+ 5	+ 5	+16	-11	55	55	40	29	5	6	15	50	50	24	26	21	4	1
3rd quarter	+ 6	+15	+31	-16	58	81	62	50	6	6	19	52	66	31	35	30	4	1
4th quarter	+ 9	+ 6	+16	-10	63	54	41	29	7	5	13	54	48	25	23	18	4	1
1969 1st quarter	+14	+ 7	+16	- 9	70	53	41	28	7	6	12	56	46	25	21	15	5	1
2nd quarter	+10	+10	+25	-15	71	71	54	40	7	7	17	61	61	29	32	26	5	1
3rd quarter	+10	+20	+39	-19	71	97	76	61	8	7	21	61	77	37	40	34	5	1

until 1966, largely because of the increasing United Kingdom share of the fast growing charter market. In the past two years the scheduled airline share has fallen from 52 to 49 per cent with the charter share levelling off at about 80 per cent. Overseas airlines, particularly the American airlines, have the lions' share of the valuable scheduled long haul market.

In air freight the United Kingdom airline share has fluctuated about the 50 per cent mark and fell in 1968 to only 43 per cent. Until recently, charter traffic has been a minor part of the total air freight market, but it increased by 45 per cent between 1967 and 1968 to 8 per cent of the total market. Traffic figures for the first half of 1969 show a recovery of traffic lost in the 1968 pilots' strike and a revival of United Kingdom airline growth with a 20 per cent increase in international passengers carried and 25 per cent increase in cargo tonnage compared with the first half of 1968.

United Kingdom airlines

Total United Kingdom airline revenues from international services, in the five years before devaluation, increased by 84 per cent from £146 million in 1962 to £269 million in 1967. This is in line with the 84 per cent increase in total passengers carried. Higher increases were recorded in the long haul services, which earn more money, but these were offset by decreasing revenue yields because of the rising proportion of travel at economy class fares, at the special low fares designed to encourage air travel and on charter flights.

Over half these international service revenues were earned overseas although sample data from the International Passenger Survey tabulated below shows that overseas residents were less than one-third of total international passengers carried by United Kingdom airlines.

Air passengers to and from the United Kingdom: Traffic shares by residence of passenger and nationality of airline.

Percentages

Traffic share by residence of passenger	UK airlines	Overseas airlines	All airlines
UK residents	*68*	*38*	*55*
Overseas residents	*32*	*62*	*45*
All passengers	*100*	*100*	*100*

Traffic share by nationality of airlines used	UK residents	Overseas residents	All passengers
UK airlines	*71*	*40*	*57*
Overseas airlines	*29*	*60*	*43*
All airlines	*100*	*100*	*100*

The 60 per cent increase in overseas revenue from £95 million in 1962 to £152 million in 1967 is similar to the 57 per cent growth in scheduled passengers. These growth rates are lower than for the total revenue and total passengers because the later include the faster growing charter services and nearly all the charter passengers carried by United Kingdom airlines were United Kingdom residents.

Devaluation led to substantial sterling revenue gains because scheduled international air fares in sterling were raised: in general they remained the same in United States dollars. Total and overseas international service revenues increased by 16 and 17 per cent respectively in the following year, compared with a 7½ per cent growth in passenger traffic.

United Kingdom airline expenditures overseas depend on the total volume of international services. In the five years 1962 to 1967, these expenditures increased by 55 per cent, from £58 million to £90 million, whilst total traffic and revenue grew by 84 per cent. The expenditure increase is similar to the scheduled passenger increase and although charter flights involve overseas operational costs their marketing and administration costs are primarily home based.

Preliminary airline returns for 1968 and the first quarter of 1969 showed a marked deterioration from the one-third ratio of overseas costs to total international revenues which had occurred in the previous four years. At first this was interpreted as a deterioration caused by the slow traffic growth of United Kingdom airlines in 1967 and 1968. Subsequent investigation showed that the reported expenditure included substantial interest payments on overseas loans and capital expenditure on overseas ground facilities. Analysis of overseas airlines reported expenditures in the United Kingdom also showed that these were £2 million higher than had been estimated previously for 1968. Compared with the figures published in the 1969 issue of the United Kingdom Balance of Payments Pink Book, the 1968 balance has been revised upwards from £20 million to £29 million of which £2 million is added to overseas airlines expenditure in the United Kingdom and £7 million is deducted from United Kingdom airline expenditure overseas. Minor adjustments have also been made to earlier years.

The net overseas balance of the United Kingdom airlines is the difference between overseas revenues and expenditures and this has doubled from £37 million in 1962 to £75 million in 1968 with a further substantial increase to £97 million expected in 1969. The balance on total earnings, including international revenues from United Kingdom sources, increased by two and one-third times from £88 million in 1962 to £208 million in 1968, compared with a doubling in total international air passengers carried by the United Kingdom airlines.

Overseas airlines

Overseas airline revenues from United Kingdom sources more than doubled in five years from £39 million in 1962 to £82 million in 1967 compared with a 77 per cent increase in passengers carried to and from the United Kingdom. Sample data from the International Passenger Survey tabulated above shows that overseas airlines carry about 29 per cent of the United Kingdom residents who travel by air overseas, and that United Kingdom residents are about 38 per cent of the total passengers carried by overseas airlines to and from the United Kingdom. The main reason for the higher revenue growth is that on both scheduled and charter services the overseas airlines have been expanding faster in the high revenue long haul services than the United Kingdom airlines. In part this stems from BOAC's policy of restricting capacity to improve load factors and profitability.

The big increase in 1968 revenues is largely the effect of devaluation increasing the sterling rate for international fares, but the BOAC pilots' strike also diverted substantial revenue from BOAC to overseas airlines.

Overseas airline expenditure in the United Kingdom almost doubled from £24 million in 1962 to £47 million in 1967 and this increase lies between the growth in passengers and in revenues earned from the United Kingdom. London is one of the world's major centres of air traffic interchange and of airline activity and this results in substantial United Kingdom credits from overseas operators.

Estimates of total earnings by overseas operators from their services to and from the United Kingdom are not available, but the ratio of expenditures in the United Kingdom to earnings from the United Kingdom has been fairly stable as just over one half. Devalution might have been expected to reduce this ratio because United Kingdom prices have not increased as much as sterling

(Continued on next page)

Table 2. Balance of payments summary

Current prices £ million

	1962	1963	1964	1965	1966	1967	1968	1969 estimated
UK airlines earnings on international services	146	172	193	221	252	269	311	...
UK airlines overseas earnings	95	105	114	127	141	152	178	216
UK airlines overseas expenditure	58	61	63	72	82	90	103	119
UK airlines overseas net balance	37	44	51	55	59	62	75	97
Overseas airlines earnings in UK	39	43	53	62	68	82	103	119
Overseas airlines expenditure in UK	24	26	29	35	39	47	57	65
Overseas airlines net balance in UK	15	17	24	27	29	35	46	54
Civil aviation net balance	22	27	27	28	30	27	29	43
Ratio of UK to overseas airlines net balance	2·5	2·6	2·1	2·0	2·0	1·8	1·6	1·8

CIVIL AVIATION, *continued*

revenues from international air traffic; but the reported 1968 expenditure increase compared with 1967 was only 4 per cent less than the revenue increase. Certainly some aviation prices and particularly landing fees went up in proportion to fares, but there may also have been a tendency for overseas operators to transfer some of their operational functions to this country where facilities had become cheaper.

The overseas airline net surplus with the United Kingdom has risen rather more quickly than traffic growth, from £15 million in 1962 to £35 million in 1967, with further increases to £46 million in 1968 and an estimated £54 million in 1969.

Balance of payments

The net civil aviation balance is the difference between the net balances of the United Kingdom airlines and of the overseas airlines operating in and out of this country. The United Kingdom airline net balance doubled between 1962 and 1968 and this was similar to the growth in total traffic carried. During the same period the overseas airline revenues grew faster than their expenditure in the United Kingdom and their net balance trebled. The ratio of the United Kingdom airline to the overseas airline net balance has narrowed from 2.5 in 1962 to 1.6 in 1968. In 1962 the net civil aviation balance was £22 million, the difference between a United Kingdom airline balance of £37 million and an overseas airline balance of £15 million. By 1968 the United Kingdom airline balance had increased to £75 million and the overseas airline balance was £46 million, leaving a net civil aviation balance of £29 million.

The most important factor causing this falling ratio of United Kingdom airline to overseas airline balances is probably the decline in the United Kingdom airlines share of the long haul scheduled passenger traffic to and from the United Kingdom. Traffic figures for the first half of 1969 show an improvement in this respect which offsets the traffic share lost by the 1968 BOAC pilots' strike. This strike cost the balance of payments an estimated £8 million. Some £7 million of overseas revenue was lost and about £4 million was added to the overseas airlines earnings from the United Kingdom, with associated expenditure shifts being just under £3 million to the United Kingdom advantage. This more than offset the estimated net gain from devaluation of £7 million. The preliminary estimates for 1969 show a much improved net civil aviation balance of £43 million, the difference between a United Kingdom airline balance of £97 million and an overseas airline balance of £54 million. The decline in the ratio of United Kingdom to overseas airline balance has been reversed with an increase to 1.8.

Few direct international comparisons can be made because International Monetary Fund statistics enable civil aviation transactions to be separated from total transport for only two other countries, the United States and Italy. In 1964 the United Kingdom and Italy had a positive balance of similar size although United Kingdom credits were more than double Italy's. United States credits were a quarter more than the United Kingdom, but their debits were twice as much, leading to a negative balance which was twice as large as the United Kingdom surplus.

Statistical note

Particulars for civil aviation are included in the annual publication, United Kingdom Balance of Payments (HMSO), with descriptive notes on the items included and the methods of collecting the data. Quarterly summaries of the balance of payments, including figures for civil aviation credits, debits and net balance are published in *Economic Trends* (HMSO).

Table 3. International air passengers to and from the United Kingdom

Passengers in thousands: *per cent of total in italic*

	1962	1963	1964	1965	1966	1967	1968	Jan.-June 1969	Percentage increase	
									1967: 1962	Jan.-June 1969: Jan.-June 1968
Scheduled services	6,753 *100·0*	7,415 *100·0*	8,281 *100·0*	9,252 *100·0*	10,448 *100·0*	11,115 *100·0*	11,739 *100·0*	5,574 *100·0*	*64·6*	*11·6*
UK airlines	3,555 *52·6*	3,819 *51·5*	4,202 *50·8*	4,682 *50·6*	5,406 *51·7*	5,596 *50·3*	5,748 *49·0*	2,727 *48·9*	*57·4*	*11·2*
Short haul	2,993 *44·3*	3,238 *43·7*	3,394 *41·0*	3,779 *40·8*	4,368 *41·8*	4,483 *40·3*	4,659 *39·7*	2,189 *39·3*	*49·8*	*9·7*
Long haul	561 *8·3*	581 *7·8*	808 *9·8*	903 *9·8*	1,038 *9·9*	1,113 *10·0*	1,089 *9·3*	538 *9·6*	*98·4*	*17·8*
Overseas airlines	3,198 *47·4*	3,596 *48·5*	4,078 *49·2*	4,570 *49·4*	5,043 *48·3*	5,520 *49·7*	5,991 *51·0*	2,847 *51·1*	*72·6*	*12·0*
Short haul	2,476 *37·7*	2,760 *37·2*	3,045 *36·8*	3,369 *36·4*	3,686 *35·3*	3,923 *35·3*	4,125 *35·1*	2,007 *36·0*	*58·4*	*14·4*
Long haul	722 *10·7*	836 *11·3*	1,033 *12·4*	1,201 *13·0*	1,356 *13·0*	1,597 *14·4*	1,866 *15·9*	840 *15·1*	*121·2*	*6·7*
Charter services	1,337 *100·0*	1,565 *100·0*	1,962 *100·0*	2,342 *100·0*	3,113 *100·0*	3,535 *100·0*	4,044 *100·0*	2,057 *100·0*	*164·4*	*38·5*
UK airlines	970 *72·5*	1,070 *68·4*	1,374 *70·0*	1,751 *74·8*	2,498 *80·2*	2,732 *77·3*	3,223 *79·7*	1,671 *81·3*	*181·6*	*36·7*
Short haul	789 *59·0*	861 *55·0*	1,106 *56·4*	1,468 *62·7*	2,127 *68·3*	2,387 *67·5*	2,801 *69·3*	1,484 *72·2*	*202·5*	*37·9*
Long haul	181 *13·5*	209 *13·4*	268 *13·6*	283 *12·1*	371 *11·9*	345 *9·8*	422 *10·4*	187 *9·1*	*90·6*	*28·5*
Overseas airlines	368 *27·5*	495 *31·6*	589 *30·0*	591 *25·2*	615 *19·8*	803 *22·7*	821 *20·3*	385 *18·7*	*118·2*	*46·5*
Short haul	276 *20·6*	372 *23·8*	421 *21·4*	406 *17·3*	404 *13·0*	521 *14·7*	458 *11·3*	190 *9·2*	*188·8*	*27·4*
Long haul	92 *6·9*	123 *7·8*	168 *8·6*	185 *7·9*	211 *6·8*	282 *8·0*	363 *9·0*	195 *9·5*	*206·5*	*71·7*
All operations	8,090 *100·0*	8,980 *100·0*	10,243 *100·0*	11,594 *100·0*	13,561 *100·0*	14,651 *100·0*	15,784 *100·0*	7,630 *100·0*	*81·1*	*17·8*
UK airlines	4,524 *55·9*	4,889 *54·4*	5,576 *54·4*	6,433 *55·5*	7,903 *58·3*	8,328 *56·9*	8,971 *56·9*	4,398 *57·6*	*84·1*	*19·7*
Short haul	3,782 *46·7*	4,100 *45·6*	4,500 *43·9*	5,247 *45·3*	6,494 *47·9*	6,870 *46·9*	7,460 *47·3*	3,672 *48·1*	*81·6*	*19·5*
Long haul	742 *9·2*	789 *8·8*	1,076 *10·5*	1,186 *10·2*	1,409 *10·4*	1,458 *10·0*	1,511 *9·6*	726 *9·5*	*96·5*	*20·4*
Overseas airlines	3,566 *44·1*	4,091 *45·6*	4,667 *45·6*	5,162 *44·5*	5,657 *41·7*	6,323 *43·1*	6,812 *43·1*	3,232 *42·4*	*77·3*	*15·2*
Short haul	2,752 *34·0*	3,132 *34·9*	3,466 *33·9*	3,775 *32·5*	4,090 *30·2*	4,444 *30·3*	4,583 *29·0*	2,197 *28·8*	*61·5*	*15·4*
Long haul	814 *10·1*	959 *10·7*	1,201 *11·7*	1,386 *12·0*	1,567 *11·5*	1,879 *12·8*	2,229 *14·1*	1,035 *13·6*	*130·8*	*14·9*

Table 4. International air freight to and from the United Kingdom

Metric tonnes in thousands: *per cent of total in italic*[a]

	1962	1963	1964	1965	1966	1696	1968	Jan.-June 1969	Percentage increase	
									1967: 1962	Jan.-June 1969: Jan.-June 1968
Scheduled services						288·4 *100·0*	317·7 *100·0*	192·5 *100·0*		*30·2*
UK airlines						138·8 *48·1*	133·7 *42·1*	77·3 *40·2*		*24·6*
Imports						63·7 *22·1*	58·0 *18·3*	33·9 *17·6*		*22·7*
Exports						75·1 *26·0*	75·7 *23·8*	43·4 *22·6*		*26·2*
Overseas airlines						149·6 *51·9*	184·0 *57·9*	115·2 *59·8*		*34·2*
Imports						69·9 *24·3*	81·4 *25·6*	51·3 *26·6*		*33·0*
Exports						79·7 *27·6*	102·6 *32·3*	63·9 *33·2*		*35·2*
Charter services						18·0 *100·0*	27·3 *100·0*	16·4 *100·0*		*30·8*
UK airlines						10·1 *53·4*	15·0 *54·9*	9·7 *59·1*		*26·3*
Imports						3·8 *20·1*	5·9 *21·6*	3·3 *20·1*		*6·6*
Exports						6·3 *33·3*	9·1 *33·3*	6·4 *39·0*		*39·8*
Overseas airlines						8·8 *46·6*	12·3 *45·1*	6·7 *40·9*		*37·9*
Imports						2·9 *15·4*	4·2 *15·4*	2·9 *17·7*		*80·8*
Exports						5·9 *31·2*	8·1 *29·7*	3·8 *23·2*		*16·4*
All operations (excluding vehicle ferry services)	142·5 *100·0*	156·0 *100·0*	207·4 *100·0*	238·0 *100·0*	283·6 *100·0*	307·3 *100·0*	345·0 *100·0*	208·9 *100·0*	*115·6*	*30·2*
UK airlines	76·8 *53·9*	73·9 *47·4*	107·7 *51·9*	115·7 *48·6*	137·4 *48·4*	148·9 *48·5*	148·7 *43·1*	87·0 *41·6*	*93·9*	*24·8*
Imports	29·8 *20·9*	28·4 *18·2*	44·0 *21·2*	49·5 *20·8*	60·3 *21·2*	67·5 *22·0*	64·0 *18·6*	37·2 *17·8*	*126·5*	*21·1*
Exports	47·0 *33·0*	45·5 *29·2*	63·7 *30·7*	66·2 *27·8*	77·1 *27·2*	81·4 *26·5*	84·7 *24·5*	49·8 *23·8*	*73·2*	*27·8*
Overseas airlines	65·7 *46·1*	82·1 *52·6*	99·7 *48·1*	122·3 *51·4*	146·2 *51·6*	158·4 *51·5*	196·3 *56·9*	121·9 *58·4*	*141·1*	*34·4*
Imports	28·9 *20·3*	36·4 *23·3*	44·7 *21·6*	52·9 *22·2*	63·3 *22·3*	72·7 *23·6*	85·6 *24·8*	54·3 *26·0*	*151·6*	*34·9*
Exports	36·8 *25·8*	45·7 *29·3*	55·0 *26·5*	69·4 *29·2*	82·9 *29·3*	85·7 *27·9*	110·7 *32·1*	67·6 *32·4*	*132·9*	*34·0*
Cross channel vehicle ferry services	162·0	158·4	132·4	103·7	111·3	68·1	52·3	19·0	*–58·0*	*–19·9*

National food survey: Household food consumption in the third quarter of 1969

THE MAIN RESULTS of the National Food Survey in the third quarter of 1969 are summarized in the accompanying tables. The estimates are derived from records provided by a sample of 1,751 households throughout Great Britain.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home was estimated to be 39s. 11d. per person per week, 9s. 11d. of this being on convenience foods. Compared with the previous quarter, expenditure declined by 6d. owing to seasonally lower prices being paid for fresh vegetables and fresh fruit. Compared with the third quarter of 1968, however, expenditure rose by 1s. 8d. (4.2 per cent) owing to increases in prices over a broad range of foods and particularly those for meat and meat products, potatoes and bread.

Average purchases of liquid milk at the full retail price were maintained at the level recorded a year previously, but there was a very slight decrease in average consumption of welfare and school milk. The average prices paid by housewives for natural cheese and for processed cheese were slightly higher than in April-June and, although consumption eased a little, it was at about the same level as in the corresponding period of the previous year. Butter prices were almost unchanged but consumption failed to show the usual seasonal increase, and averaged only 6.0 oz. compared with 6.2 oz. in the third quarter of 1968. There was a seasonal decline in purchases of margarine and average consumption of cooking fats and of vegetable oils also showed a small decline over the year. The average price of eggs fell compared with the previous quarter but was still a little higher than a year previously; consumption also declined and averaged 4.5 eggs per person per week, compared with 4.7 in the third quarter of 1968, thus continuing a slight downward trend which has been apparent for about three years. There

Table 1. Estimates of average household food consumption

oz. per person per week (a)

	Year 1967	Year 1968	3rd qtr. 1968	2nd qtr. 1969	3rd qtr. 1969
Total Household Food Expenditure	36s. 11d.	37s. 11d.	38s. 2d.	40s. 5d.	39s. 11d.
Liquid milk (pints)	4·89	4·82	4·78	4·92	4·74
Other milk (equal pints)	0·35	0·37	0·38	0·35	0·38
Cheese	3·35	3·41	3·45	3·68	3·44
Butter	6·19	6·14	6·21	6·14	6·03
Margarine	3·00	2·81	2·57	2·78	2·66
Lard and compound cooking fats	2·09	2·08	2·09	1·87	1·96
Eggs: purchases (number)	4·52	4·43	4·50	4·42	4·37
consumption (number)	4·72	4·66	4·74	4·73	4·51
Preserves	2·85	2·79	2·66	2·60	2·64
Sugar	17·21	16·35	16·25	15·33	16·49
Beef and veal	8·61	7·76	7·31	7·27	6·87
Mutton and lamb	6·06	5·71	6·14	5·31	5·52
Pork	2·29	2·53	2·31	2·63	2·55
Bacon and ham, uncooked	5·17	5·15	5·06	5·18	4·98
Bacon and ham, cooked (including canned)	0·96	0·94	1·08	0·96	1·05
Poultry and cooked chicken	4·01	4·81	5·17	5·06	4·85
Other cooked meat (not canned)	0·68	0·68	0·73	0·69	0·76
Other canned meat	2·24	2·28	2·43	2·49	2·54
Offals	1·39	1·37	1·24	1·20	1·14
Sausages, uncooked	3·50	3·70	3·63	3·60	3·66
Other meat products:					
Meat pies	0·69	0·78	0·82	0·82	0·86
Other	1·98	2·04	1·85	2·04	1·84
Fish, fresh and processed	4·17	4·02	4·03	3·66	3·71
Canned fish	0·88	0·86	0·98	0·90	0·91
Fish and fish products, quick-frozen	0·74	0·81	0·82	0·96	0·89
Fresh green vegetables	13·17	13·05	17·61	10·67	16·49
Other fresh vegetables	9·83	9·95	9·85	7·55	9·68
Quick-frozen vegetables	1·29	1·57	1·42	2·05	1·47
Canned peas	3·00	3·05	2·69	3·38	2·85
Canned beans	3·49	3·48	3·28	3·74	3·50
Potatoes: purchases	48·62	47·53	40·56	40·15	41·05
consumption	52·24	51·92	48·45	42·20	46·99
Citrus fruit	4·85	5·01	4·17	6·15	2·84
Bananas	3·37	3·27	3·60	3·96	3·89
Apples	6·40	6·39	5·77	5·77	6·43
Fresh tomatoes	4·06	3·98	5·99	4·07	6·40
All other fresh fruit	3·06	3·92	7·98	3·47	7·59
Canned fruit	5·65	5·59	5·42	6·23	5·54
Dried fruit, nuts and fruit and nut products	1·23	1·16	0·78	0·97	0·80
Flour	5·79	5·38	4·69	4·94	4·89
White, bread	33·84	32·31	32·68	32·13	33·11
Brown, wholewheat and wholemeal bread	3·38	3·05	3·12	2·96	2·78
Other bread	2·80	2·95	2·97	2·87	2·81
Buns, scones and teacakes	1·43	1·36	1·13	1·35	1·03
Cakes and pastries	4·61	4·68	4·91	4·62	4·87
Chocolate biscuits	1·08	1·04	1·02	1·01	0·98
Other biscuits	4·79	4·80	4·72	4·87	4·96
Breakfast cereals	2·35	2·43	2·55	2·56	3·01
Oat meal and oat products	0·67	0·58	0·44	0·33	0·32
Canned milk puddings	1·52	1·66	1·60	1·53	1·53
Tea	2·70	2·59	2·50	2·44	2·52
Instant coffee	0·30	0·36	0·35	0·40	0·36
Canned soups	3·10	3·08	2·37	2·42	2·48
Pickles and sauces	1·30	1·33	1·19	1·37	1·35

(a) Except where otherwise stated.
Source: Ministry of Agriculture, Fisheries and Food.

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Table 2. Energy value and nutrient content of the diet as percentages of recommended intakes

(Quarterly moving averages)

	National averages				Families with 4 or more children			
	Year ending				Year ending			
	Oct.-Dec. 1968	Jan.-Mar. 1969	April-June 1969	July-Sept. 1969	Oct.-Dec. 1968	Jan.-Mar. 1969	April-June 1969	July-Sept. 1969
Energy	108	108	108	108	99	99	102	102
Protein	127	127	127	126	116	115	117	115
Calcium	191	192	192	193	165	165	169	169
Iron	122	122	122	121	108	108	110	109
Vitamin A	203	204	202	200	197	200	210	204
Thiamine	125	125	124	123	116	115	118	118
Riboflavine	130	130	130	129	134	133	136	134
Nicotinic acid	189	190	190	190	174	174	180	180
Vitamin C	182	182	181	181	165	161	165	154
Vitamin D (a)	90	89	87	86	64	62	61	59

(a) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D since they obtain all they need from the action of sunlight on the skin.

was a seasonal increase in purchases of sugar, but no significant change in consumption of preserves.

Household consumption of carcase meat continued to show a downward trend and averaged 14.9 oz. per person per week compared with 15.8 oz. a year previously. The decline over the past year has been entirely in consumption of beef and of lamb, average purchases of pork having increased by about 10 per cent. Although the recorded average consumption of poultry was a little lower than in the previous quarter and in the third quarter of 1968, the decrease was within the margin of sampling error and does not necessarily imply a change in trend. The averages for bacon and for cooked ham were rather lower than those of a year previously, but purchases of cooked and canned meats and of meat products (including quick-frozen) increased. Average consumption of fish was maintained at the same level as in the previous quarter, but continued to show a decline compared with a year before despite increased consumption of quick-frozen fish. Household consumption of potatoes averaged 47.0 oz. per person per week compared with 48 5 oz. a year previously and prices averaged 5.8d. per lb. for earlies and 4.8d. per lb. for maincrop compared with 4.0d. and 3.6d. respectively. About one-eighth of the quantity of potatoes bought by housewives was pre-packed, and sold at prices which, on average, were barely different from those of potatoes sold loose. Consumption of most fresh vegetables was a little less than in the third quarter of 1968, but purchases of canned vegetables and of quick-frozen vegetables were a little higher. Purchases of tomatoes were more than maintained. Consumption of oranges, other citrus fruit and grapes was markedly less than a year previously, and these decreases were not fully offset by increased consumption of apples, bananas, soft fruit and canned fruit.

There were no significant changes in household purchases of flour, bread, cakes and biscuits and the seasonal displacement of oatmeal by breakfast cereals was more strongly pronounced than usual.

Purchases of tea and instant coffee were at approximately the same levels as a year previously.

Table 2 shows the energy value and nutrient content of the diet of the average household and of families with four or more children. The values are expressed as percentages of the daily recommended intakes recently proposed by the Department of Health and Social Security (Recommended Intakes of Nutrients for the United Kingdom: Reports on Public Health and Medical Subjects, No. 120; HMSO, 1969). These recommendations were exceeded on average for all nutrients except Vitamin D, but welfare and pharmaceutical sources of this vitamin are not evaluated in the survey (see note (a)). The nutrient value of the diet of the average household has remained virtually unchanged during the year covered by the table. The slight improvements shown in the previous quarter in the percentages for energy and some nutrients for families with four or more children were maintained when compared with the first two quarters shown; the slight fall in the percentage for vitamin C in the third quarter reflects a decreased consumption of oranges and citrus fruits.

Notes

The National Food Survey, conducted on behalf of the Ministry of Agriculture, Fisheries and Food, is a continuous sampling inquiry into the domestic food consumption, expenditure and nutrition of private households in Great Britain. It was started by the Ministry of Food in 1940. Detailed reports are published annually. The latest annual volume, puplished in December, 1969, gave information on Household Food Consumption and Expenditure in 1967, with provisional estimates for 1968 (Food Facts No. 47 of December 16, 1969, refers).

Census of Production for 1970

AFTER CONSULTATION with the Board of Trade's Advisory Committee on Censuses of Production for 1968 to 1972 the Business Statistics Office is to undertake the first of a new annual series of Censuses of Production in 1971 in respect of 1970. This census is part of the new system of industrial statistics which will supersede the detailed 5-yearly censuses the last of which was for 1968.

In the new system the information hitherto collected through the 5-yearly census and associated inquiries will be obtained through a series of integrated inquiries of different periodicities. There will be quarterly inquiries into sales by commodity (and in some cases monthly inquiries into total sales). The annual census will provide basic economic data – total sales and purchases, net output or contribution to the national product, and capital expenditure – and at longer intervals information will be sought about purchases by commodity. The aim of the new system is to provide a greatly improved statistical service for industry and Government alike, and as far as possible returns to the different inquiries will be required for the same reporting unit of a firm, in order to allow cross analyses and so increase the value of the results. The Business Statistic Office will, where necessary, discuss with firms what this reporting unit should be.

The 1970 Census will be addressed to firms in mining and manufacturing. As in 1968, full particulars will normally be required only from larger firms employing 25 or more persons. In a small number of industries, however, where small firms are of exceptional significance, full particulars will be required from all firms employing 11 or more persons. Although returns for any 12 month period ending between April 6, 1970 and April 5, 1971 will be permitted, it is desirable that as many firms as possible should make returns for the calendar year 1970.

The questions to be included in the 1970 Census forms will cover the following topics:

1. Details of business
2. Working proprietors
3. Employment
4. Wages and salaries
5. Stocks
6. Capital expenditure
7. Work done by other firms, transport costs and certain other expenses
8. Total purchases
9. Total sales and work done
10. Goods merchanted or factored
11. Receipts for services rendered and certain other receipts and payments.

In general, a standard questionnaire will be used for all industries, but in a very small number of cases, the exceptional circumstances of an industry make necessary a special form.

The timing of the publication of the results of the 1970 Census of Production will largely depend on the speed of response to the census, but the Business Statistics Office will aim to publish results by the end of 1971. Further information about the census or about the new system of industrial statistics may be obtained from the Business Statistics Office, Lime Grove, Ruislip, Middlesex, HA4 8RS.

'Economic Progress Report' for February

THE SECOND issue of *Economic Progress Report* was published on January 29.

Economic Progress Report, prepared by the Treasury Information Division, is published at the beginning of each month. It contains articles on economic subjects, analysing or giving background to Government economic policy. These articles are printed in a four-page blue section. There is also a four-page white insert each month giving the Treasury's assessment of the economic situation together with a brief note of economic events and a table of economic indicators.

The articles in the second issue are as follows: Special drawing rights; Natural gas; Treasury changes; and Monthly economic assessment.

INDEX OF REGULAR STATISTICS

When did the **Board of Trade Journal** ***last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?***

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Exhibitions and Fairs

£400,000 orders for British joint venture

by H. Mock, British Embassy, Bonn

FOR THE sixth time the British Furniture Manufacturers Federated Associations organized a joint venture stand, sponsored by the Board of Trade, at the Cologne Furniture Fair, held every second year.

Thirty-eight British furniture manufacturers participated in the joint venture and there were nine British firms showing independently. Britain had the second largest contingent of exhibitors after Italy.

British successes

When the British Ambassador to the Federal Republic, Sir Roger Jackling, and Lady Jackling, visited the joint stand on the second day of the Fair, business was already in full swing, and it was at this stage quite clear that this Fair was going to be a very successful one. This was confirmed on the closing day when by noon the amount of orders received totalled approximately £400,000.

Ernest G. Hudson Ltd., manufacturers of hand-made and hand-polished traditional furniture in yew and mahogany, were amongst the most successful exhibitors. The Federal Republic of Germany is now their biggest export market and the popularity of their furniture is proved by the fact that Federal German television have just furnished the set for a new Durbridge serial with it. During the Fair, Hudson received a very substantial order from a new customer in the United States, and their products are going to be included in the catalogue of a big group of German top-class retailers with 80 German and 40 International member firms. The German and International Trade Press were keen to obtain details of Hudson's furniture and it is hoped that as a result of this they will receive wide press coverage after the Fair.

Quite in contrast to the traditional furniture but also much in demand was the highly modern range of furniture shown by Arkana Ltd. This is particularly satisfying, as contemporary furniture of United Kingdom origin is usually regarded as uncompetitive by German buyers. Arkana have developed a new method of moulding for their chairs and tables and by this achieved a higher output at more competitive prices.

A new process for fibrefoam furniture has been developed and was exhibited by Yorkshire Fibreglass Ltd. This company, which had never before participated in an exhibition, was looking for firms interested in manufacturing under licence. The success of their first venture was overwhelming. As many as 120 inquiries were received from potential buyers all over the world, of whom 30 were genuinely interested in acting as licencee.

In many cases, United Kingdom exhibitors who had previously exhibited in Cologue were able to open numerous new accounts far in excess of those opened at the 1968 event. Equally, the number of inquiries received was so substantial that it will take some time to follow them up. About 60 per cent of sales were to Germany and 40 per cent to EFTA and third countries.

The success story of these firms is merely an example of what British furniture exporters can achieve by participating in this event which is the biggest and most important of its kind in the world.

The Fair attracted 76,870 trade visitors from 69 countries, of whom 15,970 (18 per cent over 1968) were foreign visitors. The increase of visitors from EEC countries amounted to 19 per cent, from EFTA countries to 10 per cent and from overseas countries to 60 per cent. 1,218 exhibitors from 26 countries displayed their furnitue in all 14 halls of the Cologne Fairground covering a net exhibition area of 100,583 square metres.

The general view of German and other foreign exhibitors was that the Fair was a very successful one. Within the range of products on display, there was a marked tendency towards new materials, designs and colours, new techniques for kitchen, occasional furniture and new combinations and models for combined bed and sitting rooms. The second sitting room which can also serve as a bedroom will, according to the trade, in future gain considerably in importance, mainly due to shortage of living space. Average price increases of 5 per cent in the German furniture industry were announced during the Fair, and delivery dates are between two weeks for standard furniture lines and 12 weeks for reproduction furniture.

Concentration on top-class products

The trade mainly concentrated on ordering top-class furniture and on their best established selling lines. As the furniture retail trade does not anticipate a turnover increase in 1970, all other furniture was ordered with some caution. Building activities in the Federal Republic are at present stagnating, and the normal annual rate of 500,000 new flats might not be achieved. The annual per capita expenditure on furniture in Germany is £10 as compared with under £3 in the United Kingdom.

In 1968, German Federal Republic furniture production was valued at DM. 4.8 milliard. British exports of furniture to the Federal Republic amounted to £1,108,000 in 1968 and to £1,291,000 in January/November 1969.

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93 firms represent UK at Cannes MIDEM

THE INTERNATIONAL Record and Music Publishing Market (MIDEM), which took place recently in Cannes, was attended by a total of 93 United Kingdom firms, all of which were assisted under the Board of Trade's joint venture scheme. At the well-established 'Popular' event (now in its fourth year) from January 18 to 22, there were 60 firms under the sponsorship of the Music Publishers' Association, with a further 22 participating under the aegis of the British Phonographic Industry. For the first time, this exhibition was preceded by a 'Classical' event (January 11 to 15), in which there were 13 MPA exhibitors and one with BPI. Three of the United Kingdom firms exhibited in both events.

Britain has long been a force in the popular music world, and it was no surprise that, on this occasion, our participation was on a par with that of the host country, and far in excess of any others, the United States and the German Federal Republic being the nearest challengers with 17 and 16 exhibitors respectively.

This emphasizes the importance attached to this exhibition, and the firms themselves are in no doubt as to the value of the contacts they can make, and the level of business to be achieved. Throughout the exhibition, activity on all the stands was intense, and it must be remembered that each of the visitors (approaching 5,000 of them) was genuinely interested in the music publishing and record world: the organizers require each of them to register as a participant, on payment of a fee and having established their bona fides.

The classical event, both by its nature and its infancy, was considerably quieter, but again the United Kingdom firms generally felt that it had proved a worthwhile venture.

Although they were not directly connected with the exhibitions, the evening concerts arranged by the organizers during both the classical and popular sections featuring internationally known stars, enabled further important contacts to be made.

The conclusive feeling among the exhibitors was that this event has now so firmly established itself in the music world that it is essential for them to be present: although most firms were unable to give definite figures, they were agreed that the few days spent in Cannes must bear fruit at a later date. The exhibition itself had been moved to a new building attached to the existing Palais des Festivals, and the improved facilities available were an important factor in maintaining the air of efficiency.

Tokyo success for British Children's Wear display

ORDERS worth more than £150,000 were taken at a four-day National Children's Wear Association samples display at the Hilton Hotel, Tokyo, BNEC Asia announced recently.

The display was staged by members of the Association, representing 22 houses, during a BNEC Asia sponsored trade mission to Japan from January 19 to 23. It was a follow-up to the successful British Week in Tokyo last September.

Two hundred and forty trade visitors, representing 109 companies, visited the display which was similar to a show held in Tokyo last January, as part of the build-up to the British Week.

A spokesman for the British Embassy in Tokyo said that 13 of the houses were tackling the market for the first time and 10 of them had arranged local representation during their stay. 'The success of the display', he said, 'proved that British children's wear is acceptable in the Japanese market and that the excellent results achieved last year were not an isolated success.'

The mission was led by Mr. James Law, director of the Association.

First pelt show aims at setting international standards

LONDON'S first International Pelt Show, believed to be the first of its kind in the world, got off to a good start on January 10 with 260 entries from mink breeders in 11 countries in the international classes.

The Hudson's Bay Supreme Trophy for the best bundle of 25 matched mink pelts was won by Oy Keppo AB of Finland, and the Dalchonzie Quaich for the best presentation of 25 matched pelts was won by Broderna Sjoholm, also of Finland. These farms also gained the remaining six international trophies except for the Trouw (GB) Ltd. Trophy which was won by the Dalchonzie Mink Farm of Scotland for a bundle of 25 matched white pelts.

Breeders from Belgium, Denmark, Ireland, Finland, Holland, Japan, Norway, Poland, Sweden the United Kingdom and the United States took part in the show which was organized by the Fur Breeders' Association of the United Kingdom and Ireland.

In the single and six matched pelt classes, open only to FBA members and those of the Nederlandse Vereniging van Fokkers van Edelpelsdieren (NFE), all trophies were won by United Kingdom breeders except for the Willgrove Hallam Trophy for six matched white pelts which was won by Buurlo Ltd. of Holland.

The show, for which there was a total of 760 entries, was organized to provide breeders from different countries with the opportunity to compare pelt quality. It is described as a further step towards establishing international standards for mink pelts with the eventual aim of setting up an international 'mink mark'.

'We hope that the show will also encourage increasing co-operation between breeders and the discussion of mutual problems such as better timing of mink sales throughout Europe,' said Miss Audrey Gartside, FBA secretary. 'A revision of the present system where some sales clash – preventing buyers from attending all sales – would be to the mutual benefit of breeders and buyers.'

It is also hoped that there will be an extension to other countries of the present arrangement for intersorting pelts between United Kingdom/Ireland and Holland, which provides more efficient marketing for breeders.

The constitution of a European Fur Breeders' Association, now in its consultative stage, should prove another valuable step towards international co-operation.

The FBA is organizing an international conference in York on April 11 and 12 dealing with pelt production on a practical level. Speakers will include a leading American mink rancher.

Among the show entries was the first batch of United States pelts dried to European standards – forerunner of an anticipated increasing interest by American breeders in the European mink market.

International emphasis at Hardware Trades Fair

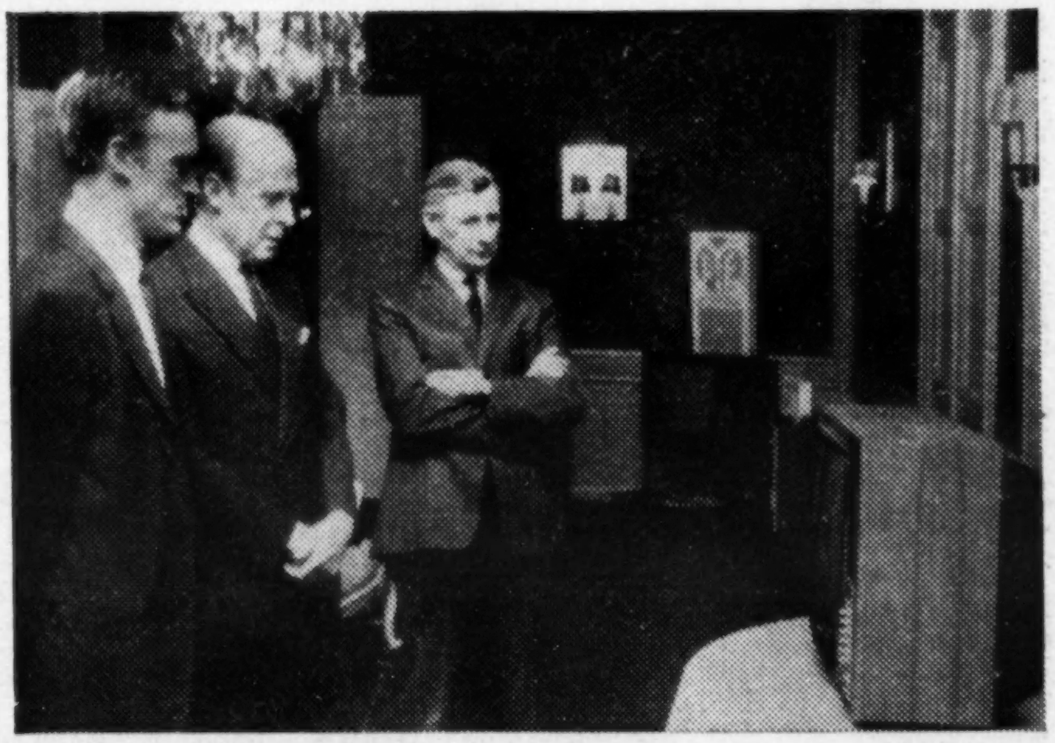
THE INCREASING international status of the Hardware Trades Fair at Olympia was stressed by speakers on the opening day, January 26. 'The keen spirit of competition apparent in the exhibition', leading to increased efforts in variety, design, quality and invention was a point which struck Mr. Peter Walker, MP, guest speaker at the opening luncheon.

'The remarkable export record' of the industry was also commented on by Mr. Walker - about £272 million worth was exported in 1968, and British hardware, in one form or another, is exported to every country in the world.

Lord Erroll of Hale, also present at the opening, spoke of the 'truly international' character of the fair. Overseas representation had broken all previous records. This underlined Britain's belief in unfettered trade, which meant the public had a far wider choice, while it was useful for British companies to see the products of their competitors. This could only act as an encouragement to British manufacturers to produce goods of higher international standard. 'We must be good importers as well as exporters,' said Lord Erroll. 'This is the pattern of international trade for the '70s. We welcome those who wish to show here and expect to achieve unfettered competition in other markets.'

Over 30,000 products from over 400 exhibitors had been on display at Olympia when the 16th International Hardware Trades Fair ended on January 26.

At the 12th International Slipper Fair held recently at Blackpool, Dunlop Footwear customers from many overseas countries including Austria, Belgium, Sweden, Holland, the Federal Republic of Germany, Norway and Denmark visited the Fair to view the 1970 range of slippers and leather and vinyl fashion boots introduced for the first time this year. Interest was centred particularly on the ladies' fashion boots, Austria being one of the countries particularly interested, and in the picture Mr. Karl Valka (right), Dunlop Footwear distributor in Austria, is seen discussing this new range with Mr. G. E. Somerfield (second from right), marketing director Dunlop Footwear, and Mr. H. Grohmuhn, wholesale footwear supplier from Salzburg.



Britain's Ambassador to Sweden, Sir Archibald Ross, was one of the first visitors to the Pye Group's independent radio and TV trade show when it opened on January 12 in Stockholm. During the five-day exhibition, potential customers from several European countries flew to Sweden at Pye's expense to see the latest ranges of new export models – including colour TV sets – and the Cambridge company expects a sizeable boost to overseas sales. The company trebled exports of radio and TV products to Europe last year, and have already forecast £2 million sales of its colour TV sets alone to the Continent in 1970. Picture shows, left to right: Mr. William Reid, Pye export director; HE Sir Archibald Ross and Mr. H. M. Pinfold, Pye export manager.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

A fair wind for British manufacturers at the Paris Boat Show

by B. H. Wilcox, British Embassy, Paris

BRITAIN'S reputation as one of the world's leading boat builders could not have been in better hands at the 9th Salon International de la Navigation de Plaisance, which was held in Paris on January 9-19. In recent years more and more well-known British firms have taken part, until, this year, participation from Britain was second only to Italy among the foreign countries represented. It is only fair to add that, if it were not for the fact that Britain's own Boat Show takes place about the same time of the year at Earls Court, British representation would be even larger.

Judged, however, by the quality and impressiveness of their exhibits, British boat builders excelled themselves this year, and did much to compensate for their small numbers in comparison with the French and Italian competition. Camper and Nicholson, for example, were unanimously credited with having the outstanding exhibit in the show. Their Nicholson 43 motor yacht towered above everything in sight from its position in the centre of the main floor. Its superb finish and excellent performance made it a worthy representative of a sea-going nation. By its side, and slightly smaller, stood the Nicholson 32 motor yacht, which has achieved such notable success on the Côte d'Azur, with sales already standing at about the 200 mark. It was described by Mr. Nicholson as being a 'vice-free' boat. In his view, his firm's success in the French market had been due to the first-class construction and performance. To this, he might well have added the fact that they had set up their own office in Cannes to study customers' requirements at first hand. Whereas the general trend of business in boats has tended to be downwards, due to the credit squeeze, Camper and Nicholson find that their sales are 30 per cent up on last year. They have good hopes of selling eight of their largest boats as a result of this year's Paris Show.

For sheer comfort, impeccable finish and the high quality of fittings, it would have been hard to find in the show a more impressive motor cruiser than the 37-foot Aqua Fibre (Boat Builders) boat displayed on the agent's stand (Sidmian). The teak furniture, fitted carpets, stainless steel fittings and array of control and navigation equipment gave the boat a refined elegance which had no equal in the show.

Among the newcomers to the show this year were two boats from Westerly Marine, who are turning their attention to the French market for the first time. Their Tiger model, in particular, attracted considerable attention thanks to its sound construction and excellent finish combined with its good looks and competitive price. Encouraged by the reception from the public, their agent expressed every confidence in future sales.

Concentrating on the still largely unsatisfied demand in France for popular priced boats. Freeman Marine have steadily improved their position in the market. This year they showed two boats which promise well for the future, thanks to their good finish and to the fact that they represent excellent value for money. Once again, the agent was enthusiastic about future prospects despite the present credit restrictions.

Another British exhibit to arouse great interest was the do-it-yourself cruiser kits of Kits Marine, one of the few firms in the show that had set out to cater for the lower income groups. The fact that it has only taken them two years to get well entrenched in the French market demonstrates what can be done by a small firm with hard work and attention to detail, combined with an imaginative approach to marketing. Kits Marine have a showroom in Beaulieu, while their tactical operations are directed from a 44-foot trimaran, based at Mentône, which travels along the coast from one resort to another. They have found that the Paris Boat Show, supplemented by publicity in the trade press, can be made to produce a really worthwhile volume of business. To attract attention, they had installed a projector on the stand to show a film on the art of boat-building by the home craftsman. Their chairman, Mr. Charles Greene, always comes over to Paris for the show to supervise operations personally. He feels that their low prices, made possible by the do-it-yourself approach, enable them to tap the market potential of less affluent sectors of the public for whom boat-building presents something of a challenge.

Not far away, Progress Cruisers were again in the show with two cabin cruisers, while Russell Marine were represented by a boat made in Spain to their specifications. Essex Yachts Builders exposed two of their Cleopatra cruisers to the French public for the first time in order to study market reaction and to find an agent. On the large, centrally-sited Coronet stand were two well-finished Dell Quay boats, which have become popular in the south of France for fishing, swimming and sunbathing. Prout & Sons, a regular exhibitor at the Paris Salon, were again showing their catamarans on the SITAV stand, their best selling model being the Avenger 783.

In other sections of the show were to be seen the well-tried Seagull outboard motors, whose reliability has won for them so many friends all over the world. Avon were showing their range of rubber dinghies, and Dunlop their life-saving rafts. Connoisseurs browsing through the marine accessory section found, on the General Marine stand, a selection of Britain's most well-known makes of marine fittings, accessories and navigation aids. There were Ian Procter's aluminium masts, Holt marine hardware, Hengist-Horsa instruments and other brand names, such as Brooks & Gatehouse and Lewmar. Sited not far from the main entrance was to be found John Illingworth's stand. His was the first British firm to exhibit in the Paris Salon some 13 years ago, and he has been coming back every year since.

The Paris Boat Show, said to be the largest of its kind in the world, is a 'must' for British manufacturers wanting to develop sales on the French market. The fact that sailing in France, unlike the United Kingdom, is still mainly a pastime limited to the higher income groups means that the great potential of the popular price market has yet to be exploited. Whereas, in the United States, there is one boat for every 27 inhabitants, the figures for France is one boat for 180. But the way has been prepared for a rapid expansion in boating of all kinds by the construction of numbers of marines around the coasts of France and, more particularly, on the Côte d'Azur and along the coast from Marseilles westwards, to the Spanish frontier. New holiday resorts are being built, complete with marinas, swimming pools, recreation areas, hotels and holiday accommodation. France already has as many as 76 marinas for boats.

It was encouraging to find British firms in such an optimistic mood at this year's Paris Show, especially as French manufacturers were in general complaining that sales had been depressed by the increase in the TVA from 19 per cent to 23.4 per cent with effect from January 1. In addition, the price of imported materials, particularly outboard motors, has increased, as a result of the devaluation of the franc. The added effect of the credit squeeze and the higher cost of money has slowed down sales and sent up costs, requiring price increases, in some cases, of as much as 30 per cent above last year.

France is a natural market for British boat-builders and can only become more rewarding as Britain draws closer to the Common Market. It is an intensely competitive market, however, and will not tolerate inferior standards of finish and workmanship.

British boats, in general, have a deservedly excellent reputation for soundness of construction and perfection of finish. It is hoped that more firms will become aware of the potential of the French market with its long coastline and extensive inland waterways.

Children's wear mission aim at 'Target California'

A report from the British Consulate-General, San Francisco

THE fifteen-member National Children's Wear Association Mission, led by their Association director, Mr. James Law, held a successful sample showing of both 'mod' and 'trad' 'London Look for Children' at the Fairmont Hotel in San Francisco from January 14-16.

As the majority of the companies exhibiting were showing in San Francisco for the first time the primary purpose of the visit was consequently a market probe aimed at 'Target California'.

However, in addition to the depth of experience gained, some impressive orders were booked, important local contacts were made and some agency appointments negotiated.

Most of the participants were impressed at the market potential of California and expressed their intention of returning to take advantage of the State Trade Drive, particularly to sell into the British Week schedule for San Francisco in October 1971.

Although the opportunities offered by the California Trade Drive were apparent to the visitors, the permanent prospects from a high income population of 20,000,000 were not overlooked. Many members of the mission indicated their interest in a sustained selling programme to California not necessarily at Mission depth but individually and during the appropriate buying times. In fact some members took advantage of their visit to proceed to Los Angeles and examine the market in Southern California.

Attracting the attention of trade buyers to the event was achieved by the arranging of a reception at the hotel on the evening of the first day's showing.

The event was expanded to offer hospitality not only to large store buyers but also involved the owners of a number of local children's wear speciality shops and manufacturers' representatives. The response was gratifying, particulary so as not only was the weather at its wettest but the week coincidently happened to be a market week in San Francisco with an associated high content of commercial entertaining offered to all concerned with the retail garment trade.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 238 of the July 23, 1969 issue.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on November 5, 1969)

The next full supplement will be published on March 4, 1970

SECTION I
OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE.

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext 7200).

(a) GENERAL

DELETE – 1970

Salonika: INTERNATIONAL TRADE FAIR – August 30-September 20, 1970

AMENDMENTS – 1970

Johannesburg: RAND EASTER SHOW –
This entry should be amended to read:
March 24-April 6, 1970
A joint venture with the British National Export Council
(Mr. K. R. Timmins, Ext. 7104)

Zagreb: INTERNATIONAL SPRING FAIR – April 18-26, 1970
Possible joint venture in the various commodity sections with appropriate trade associations.

This entry should be amended to read:

Zagreb: INTERNATIONAL SPRING FAIR – April 18-26, 1970
Joint venture with the Federation of Manufacturers of Construction Equipment. Firms interested in participation should contact the Society.
(Mr. K. R. Schaffer, Ext. 7246)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September, 1970
This entry should be amended to read:
September 6-13. 1970
A possible joint venture with the Scottish Council Development & Industry and the Engineering and Building Centre, Birmingham
(Mr. K. R. Timmins, Ext. 7104)

(b) SPECIALIZED

ADDITION – 1971

Vancouver: FIFTH BRITISH COLUMBIA INTERNATIONAL TRADE FAIR – June 2-12, 1971. A possible British Pavilion
(Miss G. Adams, Ext 7204)

DELETE – 1970

Dusseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 15-18, 1970

Prague: PLASTIC MATERIALS IN THE BUILDING INDUSTRY – April 11-18, 1970

Curacao, (Netherlands Antilles): CARIBBEAN HOTEL ASSOCIATION 12th ANNUAL MEETING AND TRADE DISPLAY (CARIBBEAN MARKET PLACE) – June 3-7, 1970

New York: NATIONAL ASSOCIATION OF PHOTO LITHOGRAPHERS CONVENTION AND INDUSTRY EDUCATIONAL EXHIBIT – September 15-18, 1970

AMENDMENTS – 1970

New York: NATIONAL SHOE FAIR – March 8-11, 1970
This entry should be amended to read:
A joint venture with the British Footwear Manufacturers Association.
(H. Gladwell, Ext. 318)

Brussels: INTERNATIONAL INVENTORS EXHIBITION – March 13-22, 1970
This entry should be amended to read:
A joint venture with the Institute of Patentees and Inventors.

Brussels: INTERNATIONAL BOOK FAIR – March 14-22, 1970
This entry should be amended to read:
A joint venture with the Publishers Association.

Brussels: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 14-22, 1970
This entry should be amended to read:
A joint venture with the Building Materials Export Group.

Prague: 2nd INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW (INCOMEX) – March 17-31, 1970
This entry should be amended to read:

Singapore: INTERNATIONAL BOOK FAIR –
This event is postponed from April 2-7,1970 to April 2-7, 1971
(Mrs. I. M. Janzen, Ext 7093)

New York: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – April 3-5, 1970
This entry should be amended to read:
A joint venture with the Philatelic Traders' Society.
(H. Gladwell, Ext. 318)

Paris: INTERNATIONAL ELECTRONIC COMPONENTS EXHIBITION – April 3-8, 1970
This entry should read:
A joint venture with the Electronic Components Board. Firms interested should contact the Board.
(Miss D. Wilmot, Ext 7211)

Helsinki: BRITISH MARINE EQUIPMENT 'FORUM' – April 7-9, 1970
The dates of this entry should be amended to read:
April 6-7, 1970

Detroit: TOOL EXPOSITION (ASTME) – April 13-17, 1970
The title should be amended to read:
TOOL EXPOSITION (SME)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 17-19, 1970
This entry should be amended to read:
Joint venture with (i) British Nursery Goods Association
Joint venture with (ii) National Children's Wear Association
(Miss H. McKinlay, Ext 7203)

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 17-26, 1970
A possible joint venture with the Society of Motor Manufacturers and Traders.
This entry should be amended to read:

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – April 17-26, 1970
Joint venture with Society of Motor Manufacturers and Traders.
Firms interested in participation should contact the Society.
(Mr. J. R. Schaffer, Ext. 7246)

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 8-18, 1970
(Mr. B. L. Banks, Ext. 7213)
This entry should be amended to read:

Novi Sad: INTERNATIONAL AGRICULTURAL FAIR – May 8-18, 1970
(Mr. J. R. Schaffer, Ext. 7246)

New York: INTERNATIONAL LEATHER GOODS SHOW – May 12-14, 1970
This entry should be amended to read:
A joint venture with the British Leather Goods Manufacturers' Association.
(H. Gladwell, Ext. 318)

Perth: BRITISH ENGINEERING WEEK –
The dates of this entry should be amended to read May 20-25, 1970.
(Mrs. I. M. Janzen, Ext. 7093)

Basle: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA) – May 28-June 1, 1970
This entry should be amended to read:
A joint venture with the Educational Equipment Association.

Geneva: 1st EUROPEAN FESTIVAL, CONGRESS, AND EXHIBITION OF RECREATION – May 28-June 7, 1970
This entry should be amended to read:
Joint ventures with the Philatelic Traders Society and the London Chamber of Commerce.

Prague: SIXTH CONGRESS OF THE INTERNATIONAL FEDERATION OF PRESTRESSED CONCRETE – June 6-13, 1970

This entry should be amended to read:

Prague: SIXTH CONGRESS OF THE INTERNATIONAL FEDERATION OF PRESTRESSED CONCRETE – June 7-14, 1970
A joint venture with the Concrete Society.

Johannesburg: SOUTH AFRICAN INTERNATIONAL MEDICAL EXHIBITION – June 22-25.
This entry should be amended to read:
A joint venture with the British Surgical Export Group.
Firms interested should contact the Group.
(Mr. K. R. Timmins, Ext. 7104)

New York: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June, 1970
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.
Firms interested in participation should contact the Chamber.

Prague: 2nd INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW (INCOMPEX) – August 12-25, 1970 (provisional).
A joint venture with the London Chamber of Commerce
(Mr. B. L. Banks, Ext 7213)

Dusseldorf: INTERNATIONAL HI FI EXHIBITION – August 28-September 3, 1970
This entry should be amended to read:
Joint venture with the Federation of British Audio.
(Miss H. McKinlay, Ext. 7203)

Louisville: INTERNATIONAL WOODWORKING AND FURNITURE SUPPLY FAIR – September 12-16, 1970
The dates should read: September 19-23, 1970

Zagreb: INTERNATIONAL PRESS AND PAPER EXHIBITION 'INTERGRAFICA' – October 19-25, 1970
(Mr. B. L. Banks, Ext. 7213)
This entry should be amended to read:

Zagreb: INTERNATIONAL PRESS AND PAPER EXHIBITION 'INTERGRAFICA' – October 19-25, 1970
(Mr. J. R. Schaffer, Ext 7213)

Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY TO WEAR CLOTHING
The date should be amended to October 17-22, 1970

New York: INTERNATIONAL HOME FURNISHING SHOW – November 9-13, 1970.
The dates of this event should be amended to read: January 10-14, 1971
(H. Gladwell, Ext. 318)

ADDITIONS – 1970

Anaheim: INTERNATIONAL POSTAGE STAMP EXHIBITION (STAMP EXPO' 70) – March 20-22, 1970
A probable joint venture with the Philatelic Traders Society Limited.
(Mr. C. J. Mather, Ext. 265)

Montreal: BRITISH MOTOR SHOW – April 9-12, 1970
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss G. Adams, Ext. 7204)

Atlantic City: SPRING JOINT COMPUTER CONFERENCE – May 5-7,1970
A possible joint venture with the Business Equipment Trades Association.
Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Brussels: INTERNATIONAL INDUSTRIAL EQUIPMENT EXHIBITION – May 23-31, 1970
A probable joint venture with Association of Hydraulic Equipment Manufacturers.
(Mr. T. E. Kerfoot, Ext. 7011)

Washington D.C.: NATIONAL CANDY WHOLESALERS CONVENTION – August 1-4, 1970
A possible joint venture with the British Food Export Council.
Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

Los Angeles: PACIFIC JEWELLERY SHOW – August 23-25, 1970
A possible joint venture with the British Jewellery and Giftware Federation Ltd.
(Mr. C. J. Mather, Ext. 265)

Los Angeles: WESTERN ELECTRIC SHOW AND CONVENTION (WESCON) – August 25-28, 1970
A probable joint venture with the Electronic Engineering Association.
(Mr. C. J. Mather, Ext. 265)

Chicago: NATIONAL CHEMICAL EXPOSITION – September 15-18, 1970
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their association.
(Mr. P. J. Dring, Ext. 7097)

New York: ELECTRO OPTICAL SYSTEMS DESIGN CONFERENCE – September 22-24, 1970
A possible joint venture with the Scientific Instruments Research Association.
Firms interested in participation should apply to the Association.
(Mr. H. Gladwell, Ext. 318)

Atlanta: BOBBIN SHOW – September 23-25, 1970
A possible joint venture with the Clothing Institute.
Firms interested in participation should contact the Institute.
(Miss G. Adams, Ext. 7204)

Hamburg: INTERNATIONAL MARINE ENGINEERING EXHIBITION – October 8-12, 1970
Joint venture with the British Marine Equipment Council.
Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203)

Cleveland: MATERIALS ENGINEERING EXPO – October 19-22, 1970
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their association.
(Mr. P. J. Dring, Ext. 7097)

Toronto: CANADIAN SHOWPLACE – October 22-24, 1970
A probable joint venture with the appropriate trade association.
Firms interested in participation should contact their association.
(Miss G. Adams, Ext. 7204)

Zagreb: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION 'INTERBIRO' – November 16-22, 1970
Possible joint venture with the Business Equipment Trade Association.
Firms interested in participation should contact the Association.
(Mr. J. R. Schaffer, Ext. 7246)

AMENDMENTS – 1971

Utrecht: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April, 1971

This entry should be amended to read:

Utrecht: HEATING, REFRIGERATION AND AIR CONDITIONING EXHIBITION – February 16-20, 1971
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their association.

Utrecht: INTERNATIONAL BUILDING EXHIBITION – April 1-8, 1971
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their association.

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION ON INFORMATION PROCESSING – August 23-28, 1971
(Mr. B. L. Banks, Ext. 7213)
This entry should be amended to read:

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION ON INFORMATION PROCESSING – August 23 28, 1971
(Mr. J. R. Schaffer, Ext. 7213)

Additions – 1971

Chicago: NATIONAL SPORTING GOODS ASSOCIATION SHOW – February 7-11, 1971
Possible joint ventures with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trades Association.
(Mr. P. J. Dring, Ext. 7097)

Tulsa, Oklahoma: INTERNATIONAL PETROLEUM SHOW – May 15-23, 1971
A possible joint venture with the Council of British Manufacturers of Petroleum Equipment.
Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

Atlantic City: PACKAGING MACHINERY SHOW – November 15-18, 1971
A possible joint venture with the Institute of Packaging.
Firms interested in participation should contact the Institute.
(Miss G. Adams, Ext. 7204)

(c) BRITISH WEEKS AND STORE PROMOTIONS

DELETIONS – 1970

Tulsa, Oklahoma: THE VANDEVER CO. INC. – February 22-March 3, 1970

Milwaukee, Wisconsin: THE BOSTON STORE CO. INC. – September 21-October 3, 1970

AMENDMENT – 1970

Finland: 'BRITAIN IN FINLAND 1970' TRADE DRIVE –
This entry should be amended by adding:
Full details of the store promotions listed in the *Board of Trade Journal* issue dated December 3, 1969, are contained in a published list obtainable from Mr. R. F. A. Rowe, Export Services Branch (Ext. 245). The list gives information about the location of each promotion, the products covered and the names of appropriate departmental buyers.

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates. etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London. E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:

Eastern Europe, including Eastern Germany	7246
Cologne, Dortmund, Düsseldorf, Essen, Hamburg	225
Other towns in Western Germany	7180
France, Denmark, Iceland, Norway	7205
Finland, Sweden	7207
South & Central America, Austria, Belgium, Cyprus, Greece, Irish Republic, Italy, Luxembourg, Malta, Netherlands, Portugal, Spain, Switzerland, Turkey	7092
Africa, Asia, Australia, New Zealand	7099
United States (Mid-West & West Coast only)	265
Rest of United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Amendments – 1970

ATHENS: 11TH EXHIBITION OF LEATHER SHOES AND LEATHER ARTICLES – February 25-March 1
The dates should be amended to read: March 3-8.

BRUSSELS: EUROPEAN HEATING, AIR CONDITIONING AND VENTILATION EXHIBITION (EUROCLIMA) – March 21-26
The telephone number to apply to should be amended to read 01-734 6953.

PARIS: INTERNATIONAL WOODWORKING MACHINERY (EXPOBOIS) – April 2-10
The dates should be amended to read: June 2-10.

CANNES: INTERNATIONAL TELEVISION PROGRAMME MARKET – April 13-18
The dates should be amended to read: April 11-16.

PLZEN: THE WORLD OF CHILDREN EXHIBITION – May 9-24
This entry should be amended to read: The World of Children Exhibition – May 1971.

PARIS: INTERNATIONAL EXHIBITION OF MEASUREMENT, CONTROL REGULATION AND AUTOMATION (MESUCORA) – May 27-June 4
This entry should be amended to read: Apply, M. Hamel, 23 Rue de Lübeck, 75 Paris 16e.

PARIS: THE BUSINESS GIFT FAIR – June 3-9
This entry should be amended to read: Apply, Mme. Mignon, 12 bd de la Madeleine, 75 Paris 9e.

CALAIS: OPAL COAST EXHIBITION – June 20-29
The dates should be amended to read: July 4-14.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June-July
The dates should be amended to read: June 14-28.

BERLIN: INTERNATIONAL CONGRESS AND EXHIBITION OF AMUSEMENT MACHINES – September 7-10
The address of the organizers should be amended to read: Berliner Ausstellunsbüro, 1 Berlin 15, Emsterstrasse 45.

METZ: INTERNATIONAL AUTUMN FAIR – September 30-October 11
The dates should be amended to read: October 1-12.

BARI: INTERNATIONAL LEVANT FAIR – September
The dates should be amended to read: September 10-23.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 7-10
The dates should be amended to read: October 17-22.

PARIS: CHILDREN'S FASHION SHOW – November 7-10
The dates should read: February 7-10, 1971.

PARIS: INTERNATIONAL EXHIBITION FOR MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY (MATIC) – November 9-15
The dates should be amended to read: November 9-16.

Additions – 1970

LEIPZIG: SPRING FAIR – March 1-10
Apply, Leipzig Fair Agency. 19 Dover Street, London, W.1 (Tel. 01-493 3111/2).

COPENHAGEN: SCANDINAVIAN INTERNATIONAL FASHION WEEK – March 15-18
Apply, B. Soltan, International Fashion Week, Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, DK 2400 Copenhagen NV.

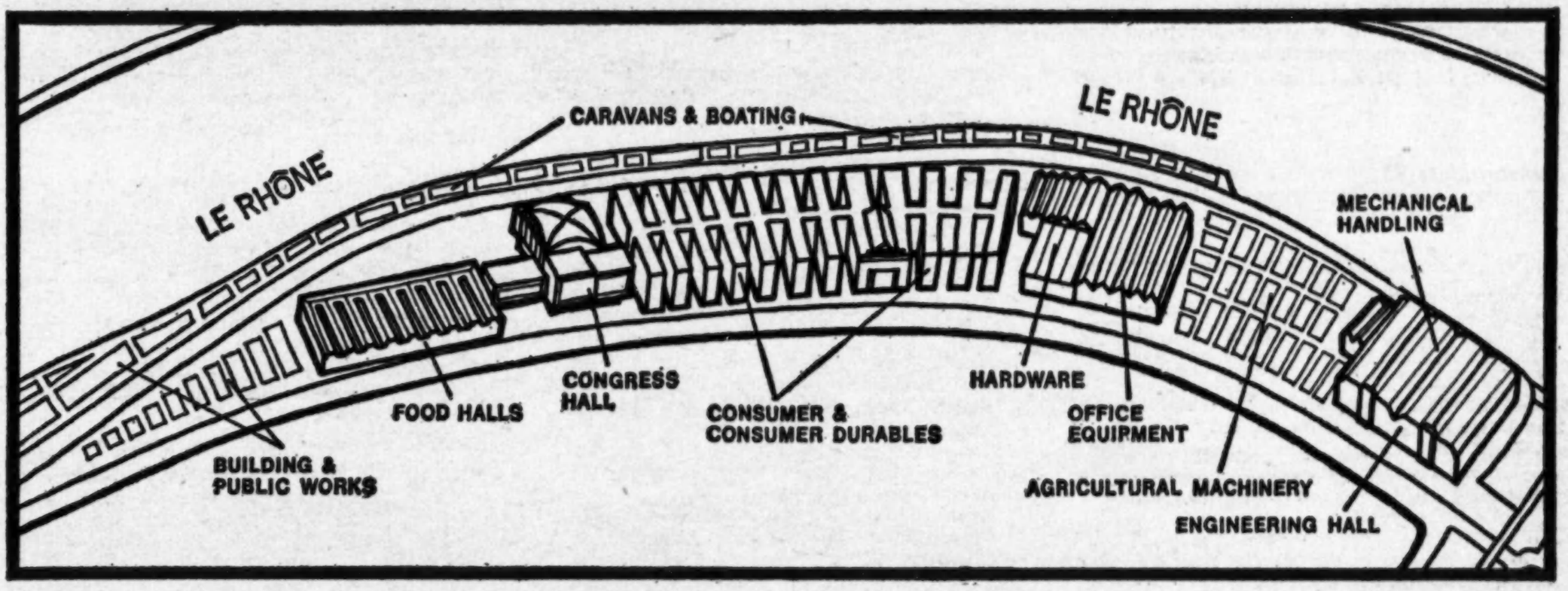
BUDVA: SECOND SOUVENIR, ARTS, HANDICRAFTS AND TRADES EXHIBITION – June 23-30
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

BUDVA: FIRST INTERNATIONAL TOURISM AND CATERING EXHIBITION – June 23-30
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015)

BUDVA: SECOND INTERNATIONAL WORKS SAFETY AND FIRE PREVENTION EXHIBITION – June 23-30
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

Lyon International Trade Fair 14th–23rd March 1970

AN INTERNATIONAL EXHIBITION WITH SPECIALISED TRADE SECTIONS



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BUDVA: THIRD INTERNATIONAL CHILDREN'S EXHIBITION – July 13-21
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

BUDVA: FOURTH INTERNATIONAL TOURIST EXHIBITION AND FAIR – August 5-20
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

BUDVA: SECOND INTERNATIONAL TOURIST FAIR – August 25-September 10
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

LEIPZIG: AUTUMN FAIR – August 30-September 6
Apply, Leipzig Fair Agency, 19 Dover Street, London, W.1 (Tel. 01-493 3111/2).

IZMIR: INTERNATIONAL TRADE FAIR – August-September
Apply, British Chamber of Commerce of Turkey, Pk 190, Karaköy, Istanbul.

KOBLENZ: INTERNATIONAL HYDROMETRY SYMPOSIUM AND EXHIBITION – September 13-19
Apply, Federal Institute of Hydrology, 15-17 Kaisern-Augusta-Aulagen, PO Box 309, 54 Koblenz.

BUDVA: FOURTH INTERNATIONAL DESIGN, PACKAGING AND PHOTOGRAPHIC EXIBITION FOR TOURISM AND ADVERTISING – September 14-23
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015)

BUDVA: FIRST INTERNATIONAL NAUTICAL SALON – September 14-23
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

DUBLIN: COMMERCIAL PRODUCTIVITY EXHIBITION (COMPEX 70) – September 15-19
Apply, ETA (Congresses and Expositions), 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

COPENHAGEN: SCANDINAVIAN INTERNATIONAL FASHION WEEK – September 27-30
Apply, B. Soltan, International Fashion Week, Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 64, DK 2400 Copenhagen NV.

BUDVA: SECOND ADRIATIC SALON FOR TOURISM AND CATERING – October 1-10
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

OPORTO: INTERNATIONAL BUILDING MATERIALS EXHIBITION – October 10-25
Apply, Associacao Industrial Portuense, Rua Mousinho da Silveira 228, Oporto.

BELGRADE: INTERNATIONAL FAIR OF FURNITURE AND INTERIOR DECORATION – October 23-November 1
Apply, Beogradski Sajam, Bul. Vojvode Misica 14, PO Box 408, Belgrade.

Delete – 1971

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September

Additions – 1971

UTRECHT: HEATING, REFRIGERATION AND AIR CONDITIONING EXHIBITION – February 16-20
Apply, Royal Netherlands Industries Fair, Vredenburg, 49, Utrecht.

DUBLIN: OBSTRETICS AND GYNAECOLOGY EXHIBITION – May 19-21
Apply, ETA (Congresses and Expositions), 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendment – 1970

JOHANNESBURG: HOTEL AND CATERING EXHIBITION – January 21-24 and August 17-22
This entry should be amended to read: May 11-14 and August 17-22, 1970.

Additions – 1970

JOHANNESBURG: BUILDING INDUSTRIES EXHIBITION – May 13-21
Apply, Exhibition Promotions of South Africa (Pty.) Ltd., 5th Floor, Federated Insurance House, 1 De Villiers Street, Johannesburg.

JOHANNESBURG: FOUNDING AND WELDING '70 EXHIBITION – May 25-30
Apply, Industrial Exhibition Organizers (Pty.) Ltd., PO Box 15517, SIEMEND, Johannesburg.

MELBOURNE: INTERNATIONAL FAIR FOR CONSUMER GOODS – August 31-September 6
Apply, Consumer Goods Fairs and Exhibitions (Pty.) Ltd., Suite 11, 238 Toorak Road, South Yara, Victoria. 3141, Australia.

NEW YORK: ELECTRO OPTICAL SYSTEMS DESIGN CONFERENCE – September 22-24
Apply, Industrial and Scientific Conference Management Inc., 222 W. Adams Street, Chicago 60606.

Additions – 1971

SINGAPORE: INTERNATIONAL BOOK FAIR – April 2-7
Apply, Mr. N. T. S. Chopra, Singapore Book Fair (PTE) Ltd., 47 The Arcade, Raffles Place, Singapore – 1.

CAPE TOWN: INTERNATIONAL STAMP EXHIBITION (R.S.A.10) – May 22-31
Apply, Royal Philatelic Society of Cape Town, Radio City Building, Tulbagh Square, PO Box 1973, Cape Town.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1970

LONDON: 22ND PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – April 20-23
The venue should be amended to read: At Russell Hotel, Russell Square.

LONDON: DIY TRADEX EXHIBTION
The dates should be amended to read: August 28-September 12.

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION AND SYMPOSIUM
The dates should be amended to read: September 15-18.

LONDON: 23RD PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 19-22
The venue should be amended to read: At the Criterion, Piccadilly Circus.

Additions – 1970

BIRMINGHAM: MIDLANDS ENGINEERING EXHIBITION (MEX) – May 5-8. At Bingley Hall, Birmingham
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, S.E.1 (Tel. 01-928 3388).

BRIGHTON: ELECTRONIC PRODUCTION EQUIPMENT CONFERENCE AND EXHIBITION (INTER NEPCON) – October 13-15
At Hotel Metropole
* Apply Industrial and Scientific Conference Management, 21 Victoria Road, Surbiton, Surrey. (Tel. 01-390 0202).

Additions – 1971

LONDON: STONE INDUSTRIES EXHIBITION (STONEX) – January 12-16. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. 01-242 1200).

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONVENTION – March 30-April 2. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn London, W.C.2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION – June 8-11. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Quotas for import of certain Soviet goods into United Kingdom in 1970

QUOTA arrangements for the import of certain Soviet goods into the United Kingdom for the 12 months ending December 31, 1970 have just been concluded.

Full details of the quotas are given below. They cover only a small part of Soviet exports to the United Kingdom; most Soviet goods enter this country free of quantitative restrictions, under either the open general import licence or open individual licences.

Quotas have not been established for British goods to be imported into the Soviet Union. The Long Term Trade Agreement of 1969 provides generally for the importation of all categories of British goods into the Soviet Union.

Soviet goods for import into the United Kingdom from January 1, 1970 to December 31, 1970

	£000's c.i.f.
1. Wrist watches valued at 30s. or under and movements valued at 25s. or under	350
2. Alarm clocks	85
3. Transistorized radio broadcast receivers	485
4. Electronic valves and tubes and semi-conductors (of which not more than £150,000 for semi-conductors) not more than £150,000 for semiconductors)	200 200
5. Window glass of 3 mm nominal thickness or less	160
6. Matches, other than Bengal matches	220
7. Toys (other than plastic), games and Christmas decorations (of which not more than £5,000 for Christmas tree ornaments made of glass)	70
8. Textile handicrafts, fancy goods and decorations	85
9. Canned crabmeat	750
10. Canned salmon	1,500
11. Cotton piece-goods	100
12. Made-up clothing	70
13. Sheets, sewing and needlework goods	30
14. Cutlery	15
15. Earthenware and china	15
16. Enamelled holloware	5
17. Sporting rifles and sporting ammunition	50
18. Dried and canned fruit being apples, cherries, currants, gooseberries, pears, plums, raspberries and strawberries	8
19. Dried and canned vegetables being beans (green), beetroot, carrots, cucumbers (other than gherkins), lettuce and endive, mushrooms, onions (dry bulb), peas (green), radishes, rhubarb and turnips	12
20. Jams and preserves of apple, cherry, currants, gooseberry, pear, plum, raspberry and strawberry (of which not more than £6,000 for those made of strawberries, raspberries and blackcurrants)	12
21. Frozen herrings	120
22. Bicycles for children and spare parts	15
23. Whalemeat	600
24. Ships and aircraft	p.m.
25. Other goods not covered by open licences to be agreed with the Board of Trade	

Notes:

The Anglo-Soviet Long Term Trade Agreement, 1969-75 was signed by the President of the Board of Trade during a visit to Moscow in June, 1969. It came into force on July 1, 1969. The Agreement is in general terms, and does not confer specific rights on either party.

Anglo-Soviet trade is conducted within the framework of the Agreement. Unlike the previous Agreement in force between 1959 and 1969, it does not provide for a balanced exchange of facilities for the importation of consumer goods into each country. In the past three years, British exports under this heading have far exceeded the level agreed between the two parties.

There are fewer quotas than before for Soviet goods owing to the removal, on May 1, 1969, of quantitative restrictions on imports of many commodities, including several formerly subject to quota. It is estimated that around 98 per cent of Soviet exports to the United Kingdom enter this country free of quantitative restrictions.

Figures for Anglo-Soviet trade during 1969 are as follows: Imports £198,902,000 c.i.f., Exports £96,063,000 f.o.b., Re-exports £757,000 f.o.b.

United Kingdom aid to developing countries

CARIBBEAN

AN AFFIRMATIVE resolution on an Order enabling the Minister of Overseas Development to make payment of £4,166,167 ($US10 million) to the capital stock of the newly-established Caribbean Development Bank, was approved in the House of Commons on January 21. In addition to this contribution, Britain also proposes to provide $5 million over five years to a separate special fund for soft term financing, to be established by the Bank.

Britain and Canada will be non-regional members and the regional founding members of the Bank are Jamaica, Trinidad and Tobago, Bahamas, Guyana, Barbados, Antigua, British Honduras, Dominica, Grenada, St. Kitts-Nevis-Anguilla, St. Lucia, St. Vincent and, together as a single member the small island dependencies of Montserrat, British Virgin Islands, Cayman Islands and Turks and Caicos Islands. Although not a member of the Bank, the United States are contributing to the special fund.

The Bank's purpose is to contribute to the harmonious economic growth and development of its member countries in the Caribbean and to promote their economic co-operation and integration. It will provide an international source of development finance for the countries of the Commonwealth Caribbean, and which is not at present available to the small islands who do not currently qualify for loans from the International Development Agency, World Bank and other international financial institutions. The inaugural meeting of the Bank's Board of Governors was due to be held in the Bahamas on January 31.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2672), quoting reference CRE 20060G.

Public holidays in the Netherlands

AN OFFICIAL public holiday – Liberation Day – falls on May 5, 1970; this occurs only every fifth year.

As there are other holidays close to this date – (see Netherlands 'Hints to businessmen') – it is possible that some firms may treat the period April 30, to May 10, as a continuous holiday.

Consequently, British businessmen may encounter difficulties in trying to make appointments, and they are advised to avoid this period if possible.

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AND STILL THE LEADERS

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London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	(Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
PSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

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Hungary and Italy

A LONG-TERM Trade and Economic agreement between Hungary and Italy covering the period January 1, 1970 to December 31, 1974 was signed in Budapest on November 15, 1969.

At the same time a protocol was signed regulating trade between the two countries in 1970. Hungary will export to Italy beef-cattle, beef, other agricultural products and products connected with the food industry, textiles, chemicals, pharmaceuticals, motor-car parts including headlights, electric light bulbs, radio and television parts and china ware.

Italy's main exports to Hungary will include motor industry equipment, chemicals, synthetic materials, artificial silk and other basic materials for the textile industry, metallurgical products, instruments, office machines, citrus fruits, and various consumer goods.

Commodity lists for 1970 (in Italian) are available for inspection at the Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext, 466, 467 and 482).

India and USSR

A SOVIET TRADE delegation led by the Chief of the Head Office of the Soviet Ministry of foreign trade visited India recently to discuss trade between the two countries, and in particular to finalize the trade pattern for 1970.

We understand that at the end of the talks a Trade Protocol for 1970 was signed which envisages a total turnover of trade between the two countries of around Rs. 300 crores (£167 million). Indian exports of traditional items such as tea, tobacco, jute goods, mica and handicrafts are expected to increase along with newer items such as leather footwear, finished garments, rolled steel, wire ropes and electric cables. Exports from the USSR are expected to include tractors, printing and other types of machinery, earth movers and machine tools.

Any inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

India and Poland

FOLLOWING the recent visit of a Polish delegation to India, led by the Deputy Minister of Foreign Trade, a trade protocol for 1970 was signed in New Delhi.

The protocol envisages a total trade of Rs. 80 crores (£44 million) between the two countries in 1970. Indian exports to Poland will now include railway wagons, automobile ancilliaries and small tools in addition to such traditional lines as tea and jute; Poland has also offered to increase her purchases of Indian iron ore. Indian imports from Poland are expected to consist mainly of sulphur, urea, tractors, ships and shipping equipment.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

Hints to businessmen booklets

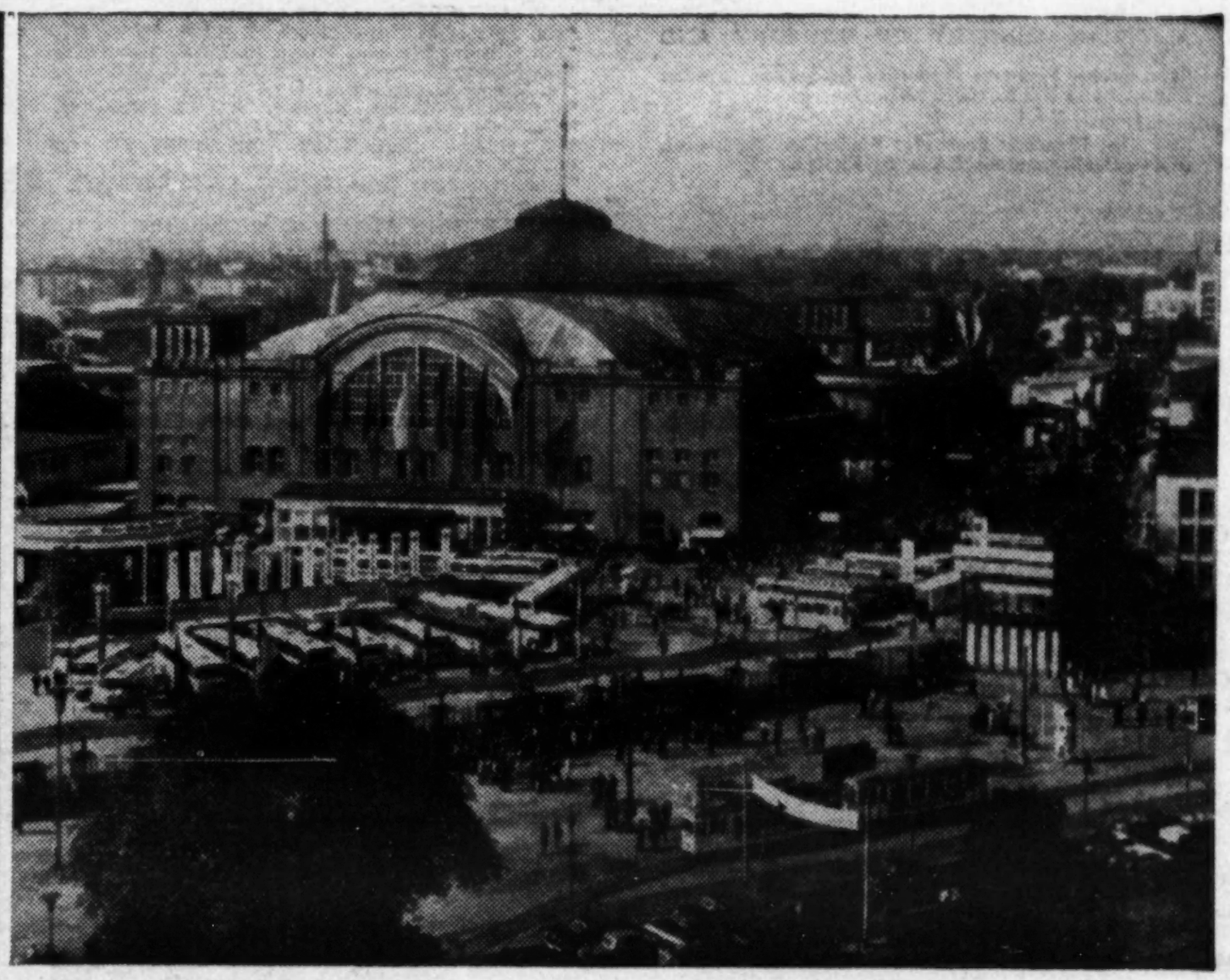
REVISED EDITIONS of the booklets on Spain, Sierra Leone and Bulgaria have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

The Midland Bank's Overseas trade services will be available at the **Frankfurt International Fair 22-26 February '70**



Our representative Mr. G. L. Clarke, a member of the Central Management of our Overseas Branch, London will be visiting the Fair each day, or you can contact him at the Frankfurterhof Hotel, Kaiserplatz, Frankfurt Am Main (tel: 2 02 51)

If you expect to be at the Fair, and need our assistance *before* you travel, we invite you to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944), or through any of our 2,700 branches in England and Wales.

Midland Bank

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

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Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 16/70

ALGERIAN MINISTRY OF INDUSTRY AND POWER:
*19s. Rubber Footwear Production Equipment. (Further Information.) E.S.B. 50796/70/J.

Bulletin 18/70

21s. (In French.) Footwear Production Equipment. (Further Information.) E.S.B. 50795/70/J.

ARGENTINA

Bulletin 17/70

ELECTRICOS DEL GRAN BA:
*40s. (In Spanish.) Cable. (Further Information.) E.S.B. 50694/70/J.
SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRIES:
*38s. (In Spanish.) Cable. (Further Information.) E.S.B. 50693/70/J.

Bulletin 19/70

COMPANIA ITALO ARGENTINA DE ELECTRICIDAD:
Transformers. March 16. E.S.B. 51293/70/J.
DIRECCION GENERAL DE FABRICACIONES MILITARES:
Blast Furnace. April 1. E.S.B. 51291/70/J.
COMPANIA ITALO ARGENTINA DE ELECTRICIDAD SA:
Transformers. March 16. E.S.B. 51292/70/J.
DIRECCION NACIONAL DE VIALIDAD:
Construction and Widening of Bridges. March 13. E.S.B. 51296/70/J, 51294/70/J and 51295/70/J.

AUSTRALIA

Bulletin 15/70

STATE ELECTRICITY COMMISSION OF VICTORIA:
Generator Sets and Equipment. March 2. E.S.B. 50992/70/J.

Bulletin 16/70

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*49s. High Voltage Test Equipment. April 2. E.S.B. 51002/70/J.

Bulletin 17/69

DISTRICT CONTRACT BOARD:
*20s. Turning Machine. March 12. E.S.B. 51039/70/J.
*14s. Grinding Machine. March 10. E.S.B. 51031/70/J.
*12s. Milling Machine. February 26. E.S.B. 51032/70/J.
*8s. Milling Machine. February 17. E.S.B. 51033/70/J.
*12s. Forming Machine. February 19. E.S.B. 51034/70/J.
*12s. Lathe. March 4. E.S.B. 51037/70/J.
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*Turbo-Alternator Units. April 17. E.S.B. 51162/70/J.

Bulletin 18/70

STATE STORES BOARD (QUEENSLAND):
*5s. Flannelette. February 27. E.S.B. 51200/70/J.
IRRIGATION AND WATER SUPPLY COMMISSION:
Electric Pumps. March 2. E.S.B. 51201/70/J.
COMMONWEALTH STORES:
*6s. Towelling Dusters. February 17. (Either London or Melbourne.) E.S.B. 51206/70/J.

Bulletin 19/70

BRISBANE CITY COUNCIL:
Sewerage Machinery and Equipment. February 27. E.S.B. 51290/70/J.
TOWNSVILLE CITY COUNCIL:
Construction of Dam. April 10. E.S.B. 51289/70/J.
METROPOLITAN WATER SEWERAGE AND DRAINAGE BOARD:
Pumping Units. March 10. E.S.B. 51306/70/J.

BELGIUM

Bulletin 19/70

SHAPE:
Paper. February 20. E.S.B. 51248/70/J.

BOLIVIA

Bulletin 19/70

EMPRESA NACIONAL DE FERROCARRILES:
*7s. (In Spanish.) Metal Building. April 6. E.S.B. 51210/70/J.

BRAZIL

Bulletin 16/70

MINISTRY OF TRANSPORT (FEDERAL GOVERNMENT):
*69s. (In Portuguese.) Roadworks. March 25. E.S.B. 51052/70/J.

Bulletin 18/70

CENTRAL ELECTRICA DE FURNAS:
*1s. Transmission Line Towers, Cable Insulators and Equipment. March 2. E.S.B. 51063/70/J.

BURMA

Bulletin 15/70

PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:
*7s. Pulp and Paper Machinery. February 28. E.S.B. 50897/70/J.
*17s. Paper Mill Machinery and Equipment. February 28. E.S.B. 50896/70/J.
*15s. Transportation Equipment. February 28. E.S.B. 50898/70/J.
*12s. Knife Grinders. February 28. E.S.B. 50894/70/J.
MINISTRY OF INDUSTRY:
*12s. Cotton Yarn. February 27. E.S.B. 50927/70/J.
UNION OF BURMA RAILWAY BOARD:
*3s. Chemicals. February 19. E.S.B. 50856/70/J.
*Brass Rod, Bar and Sheet, Copper Sheet and Wire; Lead Sheet. February 16. E.S.B. 50880/69/J.
*3s. Cotton Waste. February 19. E.S.B. 50900/70/J.
*Cardboard. February 19. E.S.B. 50903/70/J.
*Packing and Jointing Compounds. February 16. E.S.B. 50968/70/J.
*Steel Bar. E.S.B. 50969/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. Electric Motor. March 31. E.S.B. 50940/70/J.
*3s. Electric Motors. March 31. E.S.B. 50941/70/J.
*3s. Battery Charger. March 31. E.S.B. 50942/70/J.
*4s. Locomotive. March 31. E.S.B. 50943/70/J.
*3s. Electric Motors and Starters. March 31 .E.S.B. 50951/70/J.
*3s. Steel Tubes. March 31. E.S.B. 50948/70/J and 50946/70/J.
*3s. Transmission Belting. March 31. E.S.B. 50947/70/J.
PUBLIC WORKS CORPORATION:
*4s. Steel flats and Channels. February 19. E.S.B. 50934/70/J.
*4s. Stay Rods and Swivels. February 18. E.S.B. 50935/70/J.
PEOPLE'S OIL INDUSTRY:
*2s. Plastic Roofing Material. March 31. E.S.B. 50956/70/J.
*4s. Glass. February 23. E.S.B. 50957/70/J.
*3s. Tanker Lorries. April 15. E.S.B. 50954/70/J.
*3s. Welding Stores. March 31. E.S.B. 50953/70/J.
*4s. Oxygen Cylinders. February 27. E.S.B. 50952/70/J.
*3s. Taps. March 31. E.S.B. 50929/70/J.
PEOPLE'S ELECTRO-MECHANICAL SERVICES:
*3s. Copper Wire. February 18. E.S.B. 50937/70/J.
PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:
*11s. Pumps, Electric Motors. February 28. E.S.B. 50899/70/J.
PEOPLE'S ENGINEERING INDUSTRY:

Bulletin 17/70

*3s. Steel Tube. February 23. E.S.B. 50949/70/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. Fabric Raising Machine. February 23. E.S.B. 51117/70/J.
*6s. Pharmaceuticals. February 20. E.S.B. 51118/70/J.
PEOPLE'S OIL INDUSTRY:
*7s. Hand Tools. February 23. E.S.B. 51125/70/J.
*3s. Pig Iron. February 21. E.S.B. 51128/70/J.
*3s. Voltage Tester. February 21. E.S.B. 51131/70/J.
*3s. Hoses. February 23. E.S.B. 51135/70/J.
*4s. Electrical Materials. February 24. E.S.B. 51136/70/J.
*3s. Wire Meshing. February 21. E.S.B. 51139/70/J.
*3s. Switches. February 21. E.S.B. 51132/70/J.
*3s. Electrical Materials. February 25. E.S.B. 51133/70/J.
*3s. Lead Seals and Sealing. February 24. E.S.B. 51129/70/J.
*3s. Insulation Materials. February 25. E.S.B. 51124/70/J.
*3s. Padlocks. February 25. E.S.B. 51127/70/J.
PORT OF RANGOON MANAGEMENT BOARD:
*3s. Drawing Materials. February 27. E.S.B. 51146/70/J.
UNION OF BURMA RAILWAY BOARD:
*5s. Belting, Hose Pipes. February 19. E.S.B. 51104/70/J.
*4s. Tyres, Sparking Plugs, Valve Pins. February 19. E.S.B. 51109/70/J.
*3s. Washers, Rivets, Bolts, Hinge Butts, Panel Pins. February 19. E.S.B. 51105/70/J.
*3s. Enamel Copper Wire. (Further Information.) E.S.B. 50088/70/J.
MISCELLANEOUS INDUSTRY MANAGEMENT COMMITTEE:
Chemicals, Pharmaceuticals, Threads, Canvas, Valve Sets, Miscellaneous Stores. February 21. E.S.B. 51121/70/J.

Bulletin 18/70

PEOPLE'S OIL INDUSTRY:
*3s. Putty. March 31. E.S.B. 51107/70/J.
*3s. Airfield Towing Tug or Van. April 15. E.S.B. 51108/70/J.
*3s. Steel Line Pipes. February 23. E.S.B. 51126/70/J.
*3s. Electric Motors. March 31. E.S.B. 51130/70/J.
*3s. Emery Cloth and Tape; Glass Paper. February 24. 51134/70/J.
*3s. Steel Cylinders. April 15. E.S.B. 51138/70/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

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PEOPLE'S ENGINEERING INDUSTRIAL DEVELOPMENT CORPORATION:
*4s. Rivets, Nuts and Bolts; Screws; Washers; Abrasive Paper. February 28. E.S.B. 51141/70/J.
STORES OFFICER, PORT OF RANGOON:
*2s. Boiler Compound; Plastic Sealing Compound. February 27. E.S.B. 51144/70/J.
*2s. Metal Polish. February 27. E.S.B. 51145/70/J.

CANADA
Bulletin 19/70
MANITOBA HYDRO:
Mobile Substation. February 26. E.S.B. 51287/70/J.

CEYLON
Bulletin 18/70
DIRECTOR OF HEALTH SERVICES:
*7s. Adhesive Plaster; Sanitary Towels. (Further Information.) E.S.B. 50644/70/J.

CYPRUS
Bulletin 17/70
ELECTRICITY AUTHORITY OF CYPRUS:
Substation Equipment. April 15. E.S.B. 51092/70/J.
Bulletin 18/70
TELECOMMUNICATIONS AUTHORITY:
*2s. Fire Fighting Equipment. March 6. E.S.B. 51147/70/J.

ECUADOR
Bulletin 18/70
PILADORA MODELS:
Rice Drying and Storage Equipment. Closing date not stated. E.S.B. 51171/70/J.

GREECE
Bulletin 18/70
MINISTRY OF TRADE:
*7s. Crane Vehicle. February 27. E.S.B. 51164/70/J.
*6s. Vehicles. February 25. E.S.B. 51163/70/J.

HONG KONG
Bulletin 19/70
CENTRAL TENDERS BOARD:
*6s. Maternity Pads. February 20. E. ,B. 51285/70/J.
*6s. Surgical Dressings. February 20. E.S.B. 51284/70/J.

ICELAND
Bulletin 18/70
REYKJAVIK PURCHASING CENTRE:
*2s. Water Filtration Equipment. February 24. E.S.B. 51196/70/J.

INDIA
Bulletin 15/70
HINDUSTAN COPPER LTD.:
Air Circuit Breaker. March 16. E.S.B. 50983/70/J.
Copper Converters. March 13. E.S.B. 50982/70/J.
Gravity Meter. March 10. E.S.B. 50981/70/J.
Magnetometers. March 7. E.S.B. 50980/70/J.
UP STATE ELECTRICITY BOARD:
Lightning Arresters. March 10. E.S.B. 50979/70/J.
HINDUSTAN CABLES LTD.:
Steel Tape. February 18. E.S.B. 50923/70/J.
Copper Wire. February 18. E.S.B. 50920/70/J.
*10s. Copper Tape. February 24. E.S.B. 50924/70/J.
OIL AND NATURAL GAS COMMISSION:
Chemicals. (Further Information.) Overseas offers are no longer necessary. E.S.B. 53922/70/J.
Barytes. (Further Information.) Overseas offers are no longer necessary. E.S.B. 53916/70/J.
RAILWAY BOARD:
*18s. Railway Wheel Sets. (Further Information.) E.S.B. 50658/70/J.
BHARAT HEAVY ELECTRICALS LTD.:
Rotor Forging Material. February 17. E.S.B. 50978/70/J.
Bulletin 16/70
HEAVY ELECTRICALS (INDIA) LTD.:
*Hydro-Generator Components. February 27. E.S.B. 50906/70/J.
Bulletin 17/70
*19s. Stay Ring. February 16. E.S.B. 50907/70/J.
*33s. Spiral Plates. February 16. E.S.B. 50908/70/J.
*34s. Stay-Ring. February 23. E.S.B. 50912/70/J.
*20s. Spiral Plates. February 23. E.S.B. 50913/70/J.
*14s. Manhole Cover Assemblies. February 20. E.S.B. 50911/70/J.
*26s. Spiral Casing. February 10. E.S.B. 50910/70/J.
*35s. Turbine Stay-Ring. February 20. E.S.B. 50909/70/J.
Bulletin 18/70
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*30s. Television Monochrome System and Video Tape Recorder. (Further Information.) E.S.B. 50789/70/J.
UP STATE ELECTRICITY BOARD:
*Communications Equipment. (Further Information.) Closing date postponed to March 15. E.S.B. 46763/69/J.
Bulletin 19/70
HINDUSTAN SHIPYARD LTD.:
Hydraulic Steering Gear. March 23. E.S.B. 51254/70/J.
Winches. March 25. E.S.B. 51255/70/J.
BHABHA ATOMIC RESEARCH CENTRE:
*22s. Steel Pipes. February 27. E.S.B. 51249/70/J.
BHARAT HEAVY ELECTRICALS LTD.:
Copper Billets. February 25. E.S.B. 51282/70/J.
BEAS PURCHASE ORGANIZATION:
*3s. Pumps for Pumping Concrete, Concrete Conveying Pipes. March 26. E.S.B. 51251/70/J.
POSTS AND TELEGRAPHS DEPARTMENT:
*Powder Plants. March 25. E.S.B. 51253/70/J.
ELECTRICAL AND MECHANICAL CIRCLE:
Steel Plates. February 16. E.S.B. 51288/70/J.

IRAN
Bulletin 16/70
IRANIAN STATE RAILWAY:
Telecommunication Equipment. Closing date postponed to March 7. (Further Information.) E.S.B. 45333/69/J.
MINISTRY OF POSTS, TELEGRAPHS AND TELEPHONES:
Wireless Transmitters. February 23. E.S.B. 51054/70/J.
Bulletin 17/70
IRANIAN STATE RAILWAYS:
Telephones. (Further Information.) Closing date postponed to March 7. E.S.B. 45334/69/J.

IRAQ
Bulletin 16/70
GOVERNMENT PURCHASING BOARD:
*2s. Conveyor Belts and Elevators. February 15. E.S.B. 51027/70/J.
Bulletin 17/70
STATE COMPANY FOR ENGINEERING INDUSTRIES:
*32s. Channels and Shapes, Steel, Pipes, Wire, Pig Iron, Foundry and Refractory Materials. Closing date not stated. E.S.B. 51090/70/J.
Bulletin 18/70
DAIRY ADMINISTRATION:
*2s. Milk Bottles. (Further Information.) E.S.B. 50660/70/J.
GOVERNMENT PURCHASING BOARD:
*2s. Charcoal. February 21. E.S.B. 51166/70/J.
STATE ORGANIZATION OF INDUSTRY:
*4s. Chemicals. February 16. E.S.B. 51175/70/J.
MINISTRY OF DEFENCE:
*2s. Barbed Wire. February 25. E.S.B. 51176/70/J.
*5s. X-ray Equipment. February 22. E.S.B. 51177/70/J.
IRAQI TOBACCO CO.:
Kraft Paper. February 22. E.S.B. 51174/70/J.
GOVERNMENT PURCHASING BOARD:
*2s. Tartaric Acid. February 28. E.S.B. 51197/70/J.
Bulletin 19/70
MINISTRY OF DEFENCE:
Mortuary Refrigerators. February 25. E.S.B. 51231/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*83s. Water Supply Scheme. (Further Information.) E.S.B. 53962/70/J.
*84s. Water Supply Scheme. (Further Information. E.S.B. 53961/70/J.
MINISTRY OF FINANCE:
*1s. (Notice only.) X-ray Units. April 12. E.S.B. 51207/70/J.
MINISTRY OF DEFENCE:
Red Flint Paper. February 22. E.S.B. 51225/70/J.
Electric Motors. March 1. E.S.B. 51226/70/J.
Vehicle Spare Parts. March 1. E.S.B. 51227/70/J, 51228/70/J and 51229/70/J.
Generators. February 25. E.S.B. 51230/70/J.
Vehicles and Equipment. February 25. E.S.B. 51286/70/J.

IRISH REPUBLIC
Bulletin 16/70
MINISTRY OF TRANSPORT AND POWER:
Baggage Conveyors. February 26. E.S.B. 50996/70/J.
CARLOW COUNTY COUNCIL:
Fire Appliances. March 9. E.S.B. 50995/70/J.
ELECTRICITY SUPPLY BOARD:
Construction of Office Block. February 27. E.S.B. 50994/70/J.

KOREA
Bulletin 18/70
OFFICE OF SUPPLY:
Steel Channel, Oil Dampers, Axles. February 17. E.S.B. 51208/70/J.

KUWAIT
Bulletin 19/70
KUWAIT OIL CO.:
*3s. Ammonia. February 22. E.S.B. 51257/70/J.
*3s. Tri-Ethylene Glycol. February 22. E.S.B. 51258/70/J.
*6s. Pipe Fittings. February 22. E.S.B. 51259/70/J.
*4s. Valves. February 22. E.S.B. 51262/70/J.
*4s. Seamless Pipe. February 22. E.S.B. 51263/70/J.
*6s. Pipe Fittings. February 22. E.S.B. 51260/70/J.
*6s. Valves. February 22. E.S.B. 51261/70/J.

LIBYA
Bulletin 15/70
CENTRAL TENDERS BOARD:
Sewerage Project. March 23. E.S.B. 50853/70/J. and 50854/70/J.

MALAYSIA
Bulletin 15/70
STATE TENDERS BOARD:
*15s. Electrical Transmission and Distribution Equipment. February 23. E.S.B. 50855/70/J.
Bulletin 16/70
TENDERS BOARD:
*2s. Cable Drum Trailer. February 18. E.S.B. 51051/70/J.
FEDERAL DIVISIONAL TENDERS BOARD:
*3s. Offset Duplicator. February 18. E.S.B. 51056/70/J.
*2s. Pharmaceuticals. February 18. E.S.B. 51057/70/J.
Bulletin 19/70
PUBLIC WORKS DEPARTMENT:
Road Making Equipment; Cement. March 2. E.S.B. 51209/70/J.

MALTA
Bulletin 16/70
TREASURY:
*Food Mixers. February 19. E.S.B. 50989/70/J.
*Paper. February 19. E.S.B. 50990/70/J.
Steel Doors and Windows. February 19. E.S.B. 50991/70/J.
*9s. Duplicating Paper. February 26. E.S.B. 51003/70/J.
*8s. Sanitary Earthenware. February 26. E.S.B. 51005/70/J.
Bulletin 19/70
MALTA ELECTRICITY BOARD:
*9s. Transformers. February 24. E.S.B. 51304/70/J.
TREASURY:
*Cable Pressurization. (Further Information.) Closing date postponed to February 19. E.S.B. 52808/70/J.
*Pharmaceuticals and Chemicals. February 26. E.S.B. 51305/70/J.

NETHERLANDS
Bulletin 18/70
CHIEF ENGINEER DIRECTOR OF WATERWAYS:
Reconstruction of Road. February 27/17. E.S.B. 51182/70/J and 51181/70/J.

NEW ZEALAND
Bulletin 17/70
DEPARTMENT OF EDUCATION:
*4s. Multimeter. February 17. E.S.B. 51058/70/J.
*3s. Electric Meters; Transformer. February 17. E.S.B. 51059/70/J.
*2s. Meters. February 17. E.S.B. 51060/70/J.
*2s. Earth Tester. February 16. E.S.B. 51061/70/J.
*3s. Oscilloscopes. February 16. E.S.B. 51062/70/J.
*2s. Ammeters. February 16. E.S.B. 51100/70/J.
*3s. Regulated Power Supply. February 16. E.S.B. 51101/70/J.
*3s. Flame Photometer; Colorimeter. February 17. E.S.B. 51102/70/J.
*2s. Frequency Converter. February 16. E.S.B. 51103/70/J.
BEW ZEALAND RAILWAYS DEPARTMENT:
Locomotives. (Advance Information.) Closing date not known.) E.S.B. 51067/70/J.

PAKISTAN
Bulletin 17/70
DIRECTORATE OF SUPPLY:
*9s. Engines, Concrete Mixer. February 24. E.S.B. 51066/70/J.
Bulletin 18/70
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*3s. Typewriters, Calculators, Cash Registers, Stencil Scanning Machines. March 3. E.S.B. 51168/70/J.
KARACHI PORT TRUST:
*Fire Alarm System. March 11. E.S.B. 51169/70/J.
Bulletin 19/70
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*3s. Hematscrit Tube Closures, Blood Counter. February 27. E.S.B. 51298/70/J.
*4s. Laboratory Equipment. February 26. E.S.B. 51297/70/J.
*3s. Laboratory Equipment. February 25. E.S.B. 51303/70/J.
*3s. Hand Tools. February 23. E.S.B. 51302/70/J.
*3s. Telescope, Level Rod, Map Measures. February 24. E.S.B. 51301/70/J.
WEST PAKISTAN RAILWAY BOARD:
*15s. Sleeper Adzing and Boring Machine. March 5 E.S.B. 51283/70/J.

(Continued on next page)

TRANSLATIONS
ON COMMERCIAL, TECHNICAL, LEGAL, FINANCIAL & INSURANCE MATTERS
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OPPORTUNITIES FOR EXPORTERS, *continued*

SAUDI ARABIA

Bulletin 15/70

DHAHRAN ELECTRIC POWER CO.:
Turbine Station Expansion. Closing date not stated. E.S.B. 50945/70/J.
DIRECTORATE OF CIVIL DEFENCE:
Clothes and Uniforms. March 2. E.S.B. 50961/70/J.

Bulletin 18/70

MINISTRY OF AGRICULTURE AND WATER:
Technical Materials and Equipment. February 24. E.S.B. 51158/70/J.
Fertilizers. February 28. E.S.B. 51155/70/J.
Desert Conditioners Spare Parts. February 23. E.S.B. 51159/70/J.
Furniture. February 25. E.S.B. 51157/70/J.
MINISTRY OF AGRICULTURE AND WATER:
Electrical, Chemical and Medical Equipment. February 26. E.S.B. 51156/70/J.

Bulletin 19/70

MINISTRY OF HEALTH:
Elevators. March 4. E.S.B. 51237/70/J.
NATIONAL GUARD COMMAND:
Cable. February 28. E.S.B. 51239/70/J.
MINISTRY OF EDUCATION:
Sports Equipment, Furniture, Clothing. March 20. E.S.B. 51238/70/J.
NATIONAL GUARD COMMAND:
Electrical Materials. March 3. E.S.B. 51236/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 16/70

SINGAPORE TELEPHONE BOARD:
*6s. **PVC Pipes and Couplings.** February 20. E.S.B. 51014/70/J.

Bulletin 18/70

PORT OF SINGAPORE AUTHORITY:
*14s. **Pipes; Valves; Flanges.** March 1. E.S.B. 51152/70/J.

Bulletin 19/70

MINISTRY OF HEALTH:
*2s. **Antibiotics, Chemicals, Pharmaceuticals.** February 23. E.S.B. 51246/70/J.

SOUTH AFRICA

Bulletin 16/70

CAPE PROVINCIAL TENDER BOARD:
*26s. **Medical Supplies.** (Further Information.) E.S.B. 50871/70/J.

Bulletin 17/70

STATE TENDER BOARD:
***Baggage Conveyors.** Closing date postponed to February 17. (Further Information.) E.S.B. 51790/70/J.
*12s. **Excavator.** February 19. E.S.B. 50224/70/J.
STATE PROCUREMENT BOARD:
*3s. **Clocks.** February 19. E.S.B. 51070/70/J.

Bulletin 19/70

CAPE PROVINCIAL TENDER BOARD:
Laundry Equipment. February 27. E.S.B. 51202/70/J.
*3s. **Blotting Paper.** February 20. E.S.B. 51203/70/J.

SUDAN

Bulletin 18/70

CONTROLLER OF STORES, POSTS AND TELEGRAPHS:
*2s. **Air Conditioners.** March 4. E.S.B. 51150/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 19/70

GENERAL ORGANIZATION OF PETROLEUM:
Diesel Electric Sets. February 28. E.S.B. 51266/70/J.
MINISTRY OF DEFENCE:
Walkie-Talkies. February 28. E.S.B. 51271/70/J.
Wireless Sets. February 26. E.S.B. 51270/70/J.
Receiver Sets. February 21. E.S.B. 51274/70/J.
Telecommunication Equipment. March 4. E.S.B. 51269/70/J.
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Fluorescent Tubes. March 1. E.S.B. 51268/70/J.
GENERAL ORGANIZATION OF SYRIAN RAILWAYS:
Railcars, Railway Passenger Wagons. February 28. E.S.B. 51267/70/J.
MINISTRY OF DEFENCE:
Cadmium-Nickel Accumulators. February 23. E.SB. 51275/70/J.

TAIWAN

Bulletin 15/70

CENTRAL TRUST OF CHINA:
*13s. **Floating Roof Tank.** March 5. E.S.B. 50808/70/J.

Bulletin 16/70

*2s. **Flow Meter.** February 23. E.S.B. 50916/70/J.
*2s. **Test Chamber.** February 23. E.S.B. 50915/70/J.
*2s. **Refrigerated Test Chamber.** February 23. E.S.B. 50914/70/J.
*6s. **Cable.** February 23. E.S.B. 50917/70/J.
*4s. **Cable.** February 16. E.S.B. 51006/70/J.
*1s. **Ferrochrome.** February 19. E.S.B. 51007/70/J.
*2s. **Microscopes.** February 23. E.S.B. 51000/70/J.
*4s. **Tyres and Tubes.** March 14. E.S.B. 51024/70/J.
*8s. **Switchboard Meters and Instruments.** February 21. E.S.B. 51010/70/J.
*5s. **Lathes.** March 16. E.S.B. 51025/70/J.
*3s. **Tobacco Stem Flattening Machine.** February 21. E.S.B. 51009/70/J.
*1s. **Steel Plates and Rivets.** February 17. E.S.B. 51043/70/J.
*2s. **Gas Meter.** February 19. E.S.B. 51040/70/J.
*2s. **Pressure Indicator Controllers; Valve.** February 19. E.S.B. 51008/70/J.
*2s. **Asphalt Permeability Apparatus.** February 23. 50999/70/J.
*1s. **Electrodes.** February 23. E.S.B. 50998/70/J.
*5s. **Compressor.** March 9. E.S.B. 51019/70/J.
*4s. **Vehicle.** February 20. E.S.B. 51020/70/J.
*6s. **Truck Crane.** March 13. E.S.B. 50919/70/J.

Bulletin 17/70

*4s. **Slotting Machine.** March 12. E.S.B. 51015/70/J.
*5s. **Vibrating Tandem Roller.** March 16. E.S.B. 51017/70/J.
*1s. **Methyl Bromide and Chloropixrin Mixture.** February 17. E.S.B. 51044/70/J.
*8s. **Laboratory Equipment, Reagents.** February 19. E.S.B. 51042/70/J.
*3s. **Brewery Equipment.** February 16. E.S.B. 51048/70/J.
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*4s. **Transformer Rectifier.** February 19. E.S.B. 51041/70/J.
*2s. **Radio Transmitter and Equipment.** February 19. E.S.B. 51011/70/J.

Bulletin 18/70

*52s. **Water Purification Equipment.** February 16. E.S.B. 51050/70/J.
*10s. **Screen Plate.** March 5. E.S.B. 51018/70/J.

TANZANIA

Bulletin 17/70

PUBLIC HEALTH DEPARTMENT:
*8s. **Pharmaceuticals, Medical Supplies.** February 19. E.S.B. 51068/70/J.

THAILAND

Bulletin 17/70

MAKKASAN WORKSHOP STORES:
Emery Cloth. February 19. E.S.B. 51116/70/J.
STATE RAILWAY OF THAILAND:
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Phosphor Bronze Rod, Copper Pipe. February 18. E.S.B. 51119/70/J.

Bulletin 18/70

Steel Angle. February 18. E.S.B. 51115/70/J.

Bulletin 19/70

METROPOLITAN ELECTRICITY AUTHORITY:
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TURKEY

Bulletin 19/70

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*7s. **Centrifugal Pump Sets.** March 9. E.S.B. 51217/70/J.
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*7s. **Mobile Crane.** March 13. E.S.B. 51216/70/J.
*7s. **Pumps.** March 2. E.S.B. 51218/70/J.
*6s. **Fuel Transfer Hose.** March 5. E.S.B. 51220/70/J.
*6s. **Fuel Transfer Hose.** March 10. E.S.B. 51221/70/J
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*6s. **Valves.** March 3. E.S.B. 51234/70/J.
*6s. **Basket Filters.** March 16. E.S.B. 51235/70/J.
*7s. **Fork-lift Trucks.** March 12. E.S.B. 51232/70/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 15/70

EGYPTIAN LIGHT TRANSPORT MANUFACTURING CO.:
Grinding and Polishing Machines. February 15. E.S.B. 50791/70/J.

Bulletin 18/70

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Bulletin 17/70

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YUGOSLAVIA

Bulletin 15/70

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GORENJSKA REDILNICA:
Textile Machinery. April 8. E.S.B. 50883/70/J.
ENTERPRISE AGROTEHNIKA, EXPORT IMPORT:
Carbon Dioxide Making Machinery. April 8. E.S.B. 50884/70/J.
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Cotton Mill. April 8. E.S.B. 50885/70/J.

Bulletin 18/70

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Bulletin 19/70

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Mobile Cranes. April 15. E.S.B. 51198/70/J.

ZAMBIA

Bulletin 18/70

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Bulletin 19/70
Inquiry for wool washing, scouring and baling machinery. E.S.B. 2522/70/J.

AUSTRALIA

Bulletin 16/70
Agency inquiry for steel. E.S.B. 53305/69/J.
Inquiry for confectionery. E.S.B. 1701/70/J.

Bulletin 17/70
Agency inquiry for upholstery fabrics. E.S.B. 1625/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

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11s. Inquiry for circuit breakers. E.S.B. A/3/70/J.
7s. Inquiry for tape. E.S.B. A/4/70/J.
12s. Inquiry for compressor. E.S.B. S/3/70/J.
8s. Inquiry for ammeters. E.S.B. A/5/70/J.
9s. Inquiry for oil filters. E.S.B. A/1/70/J.
10s. Inquiry for insulators. E.S.B. A/2/70/J.

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Inquiry for roller bearings. E.S.B. S/5/70/J.

Bulletin 17/70
Inquiry for fluorspar. E.S.B. S/6/70/J.

Bulletin 18/70
Inquiry for air compressor and power unit. E.S.B. S/4/70/J.

Bulletin 19/70
1s. Inquiry for silbond. E.S.B. S/7/70/J.

AUSTRIA

Bulletin 15/70
Inquiry for insulation materials. E.S.B. 45299/69/J.

Bulletin 18/70
Agency inquiry for magnifying glasses; reading glasses. E.S.B. 2326/70/J.

BAHAMAS

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Manufacture under licence – cosmetics; perfumes; pharmaceuticals. E.S.B. 2101/70/J.

BARBADOS

Bulletin 19/70
Inquiry for electric motors. E.S.B. 2563/70/J.

BELGIUM

Bulletin 15/70
Inquiry for livestock. E.S.B. 1882/70/J.

Bulletin 16/70
Agency inquiry for conveyor belting; rubber hoses; sheets and clothing. E.S.B. 1394/70/J.

Bulletin 18/70
Agency inquiry for air-conditioning equipment; aluminium structures; building materials; central heating equipment; ceramic products; glass. E.S.B. 1688/70/J.
Agency inquiry for extruding machines and ancillary equipment for the plastic industry. E.S.B. 2309/70/J.
Agency inquiry for lawn mowers. E.S.B. 2056/70/J.
Agency inquiry for clothing. E.S.B. 2285/70/J.

Bulletin 19/70
New postal sorting system. E.S.B. 1209/G/J.

BERLIN

Bulletin 15/70
Inquiry for steel spring wire. E.S.B. 1954/70/J.

Bulletin 17/70
Inquiry for concrete pouring machines; extrusion machine; polyester matting production plant; silo plant. E.S.B. 47056/69/J.

BRAZIL

Bulletin 15/70
Inquiry for silk/wool mixture textiles. E.S.B. 52259/69/J.

Bulletin 19/70
Inquiry for coconut processing machinery; paper bag making machinery; printing machinery; rubber reconditioning equipment. E.S.B. 1854/70/J.

CANADA

Bulletin 16/70
Agency inquiry for semi-conductors. E.S.B. 1868/70/J.
*42s. Inquiry for screw-machine parts. E.S.B. 2469/69/J.
Inquiry for helmets. E.S.B. 1946/70/J.
Inquiry for rapeseed crushing equipment. E.S.B. 1840/70/J.

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1s. Inquiry for stainless steel adjustable legs. E.S.B. 2127/70/J.
Manufacture under licence – sun lamps. E.S.B. 2002/70/J.
Inquiry for farmstead equipment. E.S.B. 2136/70/J.
Inquiry for plastic fabrics. E.S.B. 2314/70/J.
Inquiry for roofing materials. E.S.B. 2171/70/J.
Agency inquiry for fabrics. E.S.B. 2100/70/J.

Bulletin 18/70
Agency inquiry for oilfield production equipment. E.S.B. 2260/70/J.
Inquiry for flatware. E.S.B. 1498/70/J.
Inquiry for chemicals; hospital disposable items. E.S.B. 2020/70/J.
Agency inquiry for electronic components. E.S.B. 2133/70/J.
Inquiry for ingredients for bakeries and biscuit manufacturers. E.S.B. 2139/70/J.
Manufacture under licence – plastic moulded items. E.S.B. 2004/70/J.
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Agency inquiry for calenders; novelties. E.S.B. 2061/70/J.

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Inquiry for decorative brassware. E.S.B. 2568/70/J.
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Inquiry for building components and materials. E.S.B. 2099/70/J.

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Inquiry for bakery equipment. E.S.B. 2617/70/J.
Inquiry for abrasive grains. E.S.B. 2591/70/J.

CANARY ISLANDS

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Agency inquiry for plastic pipes and fittings. E.S.B. 1232/70/J.

CHILE

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Agency inquiry for semi-trailer tanks. E.S.B. 1886/70/J.

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Inquiry for leaded lights. E.S.B. 1943/70/J.

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Inquiry for cleaning equipment. E.S.B. 2371/70/J.

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Inquiry for drawing pins; staples. E.S.B. 2763/70/J.

EL SALVADOR

Bulletin 18/70
Inquiry for shoe making machinery. E.S.B. 2284/70/J.

Bulletin 19/70
Inquiry for melting and injecting equipment for copper and brass textile machinery. E.S.B. 2349/70/J.

Bulletin 20/70
Inquiry for salt refining equipment. E.S.B. 2662/70/J.

FIJI

Bulletin 17/70
Inquiry for plastic tubs. E.S.B. 2202/70/J.

Bulletin 18/70
Inquiry for electrical appliances, fluorescent tubes. E.S.B. 2202/70/J.

FINLAND

Bulletin 15/70
Agency inquiry for reproduction furniture; upholstered furniture. E.S.B. 1911/70/J.

Bulletin 16/70
Inquiry for atmosphere regulator; furnace; gas generator. E.S.B. 2065/70/J.
Inquiry for denim; velvet. E.S.B. 1734/70/J.

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Inquiry for cooking ware; glassware; serving ware; tableware. E.S.B. 1907/70/J.
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Agency inquiry for fabrics. E.S.B. 1842/70/J.

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Inquiry for cotton fabric. E.S.B. 1830/70/J.

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Inquiry for conveyors. E.S.B. 2166/70/J.
Inquiry for lime. E.S.B. 1833/70/J.
Agency inquiry for sealing products. E.S.B. 2094/70/J.

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Inquiry for oven; sawing machine; stamping machine. E.S.B. 50839/69/J.

GERMANY, FEDERAL REPUBLIC OF

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Inquiry for fluorspar; talc. E.S.B. 1447/70/J.

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Agency inquiry for cutting and blanking tools. E.S.B. 1879/70/J.
Inquiry for chemicals. E.S.B. 1989/70/J.
Inquiry for foil. E.S.B. 1620/70/J.
Agency inquiry for cooking utensils; lawn mowers. E.S.B. 1510/70/J.

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Agency inquiry for paper. E.S.B. 2042/70/J.
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Agency inquiry for bottles; bottle stoppers. E.S.B. 2043/70/J.
Inquiry for papers. E.S.B. 2092/70/J.

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Agency inquiry for plastics machinery. E.S.B. 51147/69/J.
Agency inquiry for slate; tiles; wall panels. E.S.B.2207/70/J.
Agency inquiry for footwear. E.S.B. 2196/70/J.
Agency inquiry for hides and skins; plastic materials; rubber; textiles. E.S.B. 2168/70/J.
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Inquiry for biscuits. E.S.B. 2334/70/J.

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Inquiry for fabrics. E.S.B. 2573/70/J.
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Inquiry for fish. E.S.B. 2593/70/J.
Inquiry for laminates; plastic boarding; steel profiles; wall covering; wood veneers. E.S.B. 1888/70/J.
Agency inquiry for cables; lighting fittings. E.S.B. 2451/70/J.
Agency inquiry for packaging materials; textile industry accessories. E.S.B. 2358/70/J.

Bulletin 20/70
Inquiry for synthetic fibre wastes. E.S.B. 2589/70/J.

GREECE

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Agency inquiry for sprinkler systems. E. .B. 1805/70/J.
Inquiry for fabrics; yarns. E.S.B. 1542/70/J.

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Agency inquiry for automotive spare parts. E.S.B. 1453/70/J.

Bulletin 19/70
Agency inquiry for pipe fittings; steel tubes. E.S.B. 2077/70/J.
Agency inquiry for baths. E.S.B. 2054/70/J.

GUATEMALA

Bulletin 19/70
Inquiry for bolts and screws; grease guns; grinding discs; lathes; lawn mowers. E.S.B. 34669/69/J.
Import control on cyclamates. E.S.B. 1209/G/J.

HONDURAS REPUBLIC

Bulletin 18/70
Inquiry for chemicals, pharmaceuticals; veterinary products. E.SB. 50488/69/J.

HONG KONG

Bulletin 17/70
Agency inquiry for fabrics. E.S.B. 1909/70/J.

ICELAND

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Inquiry for adhesive; builders' boards; clothing; fabrics; fencing; gates and poles; foodstuffs; haberdashery; insulation materials; nappies; PVC foam wall covering; sealants; starch steel; tiles. E.S.B. 1494/70/J.

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Inquiry for bathing hats; dressing gowns; giftware and toys. E.S.B. 14511/69/J.
Inquiry for fabrics. E.S.B. 44755/69/J.

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Inquiry for pipes. E.S.B. 2346/70/J.

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Agency inquiry for photographic print-driers. E.S.B. 2443/70/J.
Inquiry for cutting patterns; lining material; nylon; shoulder pads. E.S.B. 2395/70/J.

INDIA

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Inquiry for bearings; breathing apparatus spare parts; gas detector; measuring instruments; sieves; stainless steel rope; weight box; welding rod; welding set spare parts. E.S.B. 48855/69/J.

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Inquiry for aluminium; zinc. E.B.B. 2308/70/J.

IRAN

Bulletin 15/70
3s. Inquiry for barbed wire; field fence; steel fence posts. E.S.B. 52773/69/J.

IRAN/POLAND

Bulletin 15/70
Trade Agreement. CRE 8705/G/J.

IRAQ

Bulletin 17/70
Agency inquiry for chemicals; dyestuffs; electrical equipment; irrigation equipment. E.S.B. 1382/70/J.

ISRAEL

Bulletin 15/70
Agency inquiry for scientific instruments and laboratory equipment. E.S.B. 1732/70/J.

Bulletin 17/70
Agency inquiry for asbestos fabrics, yarns and packings; gauge components; hoses; plastic rods and tubes; switches; thermometer components; valves; welding, cutting and heating equipment. E.S.B. 1589/70/J.
Inquiry for glasses production machinery; frames production equipment. E.S.B. 1310/70/J.

Bulletin 18/70
Agency inquiry for ferrous and non-ferrous metal wire. E.S.B. 1730/70/J.

ITALY

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Agency inquiry for carpeting; wall coverings. E.S.B. 1761/70/J.
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Inquiry for insulators; magnetic steel sheeting; switches. E.S.B. 2093/70/J.
Manufacture under licence – air foam production plants and systems. E.S.B. 8070/70/J.
Inquiry for bronze bars and billets. E.S.B. 2125/70/J.

Bulletin 17/70
1s. 6d. Inquiry for gears. E.S.B. 2017/70/J.
Agency inquiry for fabrics. E.S.B. 2109/70/J.

Bulletin 18/70
Agency inquiry for jewellery; casting and die casting machines. E.S.B. 1679/70/J.
Agency inquiry for hydraulic cutters. E.S.B. 2516/70/J.
Agency inquiry for chinaware; glassware; silverware. E.S.B. 2132/70/J.

Bulletin 18/70
Agency inquiry for cast iron castings; steel castings and forgings; steel rolling equipment. E.S.B. 2079/70/J.
Agency inquiry for wallpaper. E.S.B. 2235/70/J.

Bulletin 19/70
Agency inquiry for automobile spare parts; laboratory equipment. E.S.B. 2091/70/J.
Inquiry for carpeting. E.S.B. 2269/70/J.
Agency inquiry for bath mats and sets; bedspreads; curtaining. E.S.B. 2282/70/J.

Bulletin 20/70
Inquiry for forging presses. E. .B. 2664/70/J.
Inquiry for radio telephones. E.S.B. 2369/70/J.

JAPAN

Bulletin 15/70
Trading with Japan Distribution. E.S.B. 22879/67/J.

Bulletin 16/70
7s. Manufacture under licence – pneumatic equipment. E.S.B. 1742/70/J.

Bulletin 17/70
Agency inquiry for pipe bending device. E.S.B. 2018/70/J.
Inquiry for clothing. E.S.B. 2138/70/J.

Bulletin 19/70
Agency inquiry for kitchen enamelware. E.S.B. 2170/70/J.
Agency inquiry for saws; saw blades. E.S.B. 2345/70/J.

KENYA

Bulletin 19/70
Manufacture under licence – camping trailers. E. .B. 2534/79/J.

KUWAIT

Bulletin 15/70
Agency inquiry for dresses. E.S.B. 53566/69/J.
Inquiry for eggs; vegetables. E.S.B. 1913/70/J.

Bulletin 16/70
Inquiry for welding equipment and accessories. E.S.B. 28012/69/J.
Inquiry for cables; electrical equipment; wiring accessories. E.S.B. 1857/70/J.

Bulletin 19/70
Inquiry for building materials. E.S.B. 1747/70/J.

MALAWI

Bulletin 15/70
Agency inquiry for clothing; fabrics; swimwear. E.S.B. 28035/69/J.

Bulletin 17/70
Inquiry for laundry washing machine. E.S.B. 2147/70/J.

Bulletin 19/70
2s. Inquiry for plastic or glass fibre baskets. E.S.B. 19825/69/J.

MALAYSIA

Bulletin 15/70
Joint Venture – timber processing project. E.S.B. 1773/70/J.

Bulletin 17/70
Inquiry for overseas data transmission equipment. E.S.B. 2075/70/J.
Inquiry for compressors; pneumatic tools; drills; steel strapping; strapping machines. E.S.B. 1771/70/J.
Inquiry for post office equipment. E. .B. 1661/70/J.

Bulletin 18/70
Inquiry for insecticides; insect repellent; toilet cleanser; jams and marmalades. E.S.B. 1832/70/J.

Bulletin 19/70
Inquiry for steel bars and plates. E. .B. 2571/70/J.

MALTA

Bulletin 16/70
Inquiry for woodworking machinery. E.S.B. 1756/70/J.
Agency inquiry for pewter articles. E.S.B. 28046/69/J.

MOROCCO

Bulletin 18/70
Agency inquiry for container handling equipment. E.S.B. 10725/69/J.

NETHERLANDS

Bulletin 17/70
Agency inquiry for air compressors. E.S.B. 2103/70/J.
Agency inquiry for valves. E.S.B. 1908/70/J.

Bulletin 19/70
Agency inquiry for men's fashion accessories. E.S.B. 44925/69/J.
Inquiry for pressing work. E.S.B. 36565/69/J.
Public holidays in the Netherlands. E.S.B. 1209/G/J.
6s. Inquiry for springs. E.S.B. 2540/70/

NIGERIA

Bulletin 17/70
Agency inquiry for hand tools. E.S.B. 2248/70/J.

Bulletin 18/70
Market Report on building materials and builders' hardware. E.S.B. 53593/69/J.

NORTH AMERICA

Bulletin 17/70
North American store buyers visit to London. E. .B. 4415/70/J.

NORWAY

Bulletin 15/70
Inquiry for adhesives; floor coverings; wall coverings; tiles. E.S.B. 49971/69/J.

Bulletin 16/70
Inquiry for bicycles spokes machine. E.S.B. 47282/69/J.
Inquiry for hose. E.S.B. 1729/70/J.

Bulletin 17/70
Agency inquiry for television equipment; video tape recorders. E.S.B. 1776/70/J.

Bulletin 19/70
Agency inquiry for jersey fabric; knitwear. E.S.B. 2457/70/J.
Agency inquiry for knitwear. E.S.B. 2373/70/J.

PAKISTAN

Bulletin 16/70
Agency inquiry for laboratory glassware. E.S.B. 12383/69/J.
Import licensing policy. E.S.B. 1209/G/J.

PAKISTAN/USSR

Bulletin 18/70
Commodity exchange agreement 1968. E.S.B. 1209/G/J.

PORTUGAL

Bulletin 19/70
Inquiry for fibre fabric. E.S.B. 2458/70/J.

PUERTO RICO

Bulletin 17/70
Agency inquiry for compressors; concrete mixers. E.S.B. 2063/70/J.

QATAR

Bulletin 15/70
Inquiry for builders' hardware; carpets; contractors' plant. E.S.B. 654/70/J.

Bulletin 17/70
Agency inquiry for contractors' plant; diesel engines; cement and concrete cutting machinery. E.S.B. 1474/70/J.

RUMANIA/SPAIN

Bulletin 19/70
Trade Agreement. E.S.B. 1209/G/J.

ST. LUCIA

Bulletin 15/70
Inquiry for marble chips and plastic strips. E.S.B. 47653/69/J.

SIERRA LEONE

Bulletin 16/70
Agency inquiry for batteries. E.S.B. 1953/70/J.
Agency inquiry for detergents; foodstuffs; inks; insecticides; oils and greases; paper; pesticides; polish; security equipment; spraying equipment; vehicle repair equipment; wines and spirits. E.S.B. 1693/70/J.
Agency inquiry for fabrics; fents. E.S.B. 2060/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 18/70
Agency inquiry for textiles. E.S.B. 2117/70/J.

Bulletin 19/70
Agency inquiry for pipes; ropes; safety equipment; steel elbows; steel flanges; transformers; welding machines. E.S.B. 2055/70/J.
Agency inquiry for power transformers; valves. E.S.B. 14978/69/J.

SOUTH AFRICA

Bulletin 18/70
Agency inquiry for abrasive paper. E.S.B. 11826/69/J.

SPAIN

Bulletin 16/70
Inquiry for sewing machine motors. E.S.B. 32226/69/J.
Import regulations. E.S.B. 1209/G/J.

SWEDEN

Bulletin 15/70
British shopping weeks. E.S.B. 1755/70/J.

Bulletin 16/70
Agency inquiry for babywear; children's wear. E.S.B. 1986/70/J.
Inquiry for automobile and bicycle accessories. E.S.B. 52144/69/J.
Agency inquiry for garden tools; hand tools; machine tools; sports goods. E.S.B. 1341/70/J.

Bulletin 17/70
Inquiry for silk; trousers. E.S.B. 1937/70/J.

Bulletin 18/70
11s. Agency inquiry for king pins. E.S.B. 52922/69/J.

SWITZERLAND

Bulletin 15/70
Agency inquiry for bedspreads; sofa covers. E.S.B. 21683/69/J.

Bulletin 16/70
Agency inquiry for fork-life trucks. E.S.B. 52190/69/J.
Manufacture under licence – road maintenance equipment; snow clearance equipment; snow warning device. E.S.B. 26241/68/J.
Inquiry for children's clothing. E.S.B. 1992/70/J.
Inquiry for automobile accessories. E.S.B. 53562/69/J.
Agency inquiry for clothing; hosiery; knitwear; sports equipment. E.S.B. 1836/70/J.
Inquiry for laboratory equipment. E.S.B. 2124/70/J.
Inquiry for coloured pencils. E.S.B. 4867/69/J.
Agency inquiry for household protective gloves. E.S.B. 2191/70/J.
Inquiry for stacker cranes and transportation system for warehouse. E.S.B. 2080/70/J.
Inquiry for fibres. E.S.B. 1972/70/J.
Agency inquiry for generators; hose pipe; pneumatic equipment; accessories; trucks. E.S.B. 1853/70/J.

Bulletin 17/70
Agency inquiry for clothing. E.S.B. 11663/69/J.
Agency inquiry for counting and packing machines; screw slot checking machines; thread rolling machines. E.S.B. 1187/70/J.
Agency inquiry for office machinery. E.S.B. 1507/70/J.
Agency inquiry for knitting and weaving machinery; wool; yarn. E.S.B. 1940/70/J.
Agency inquiry for foodstuffs. E.S.B. 1971/70/J.
Agency inquiry for packaging machinery; bottling machinery. E.S.B. 1835/70/J.
1s. Agency inquiry for bits for compressed air tools. E.S.B. 1944/70/J.
Agency inquiry for packaging machinery. E.S.B. 2003/70/J.
Inquiry for peanuts. E.S.B. 2359/70/J.
Agency inquiry for cranes; gantries. E.S.B. 2064/70/J.

Bulletin 18/70
Agency inquiry for giftware; gymnastics equipment; office equipment. E.S.B. 1865/70/J.
Inquiry for X-ray equipment accessories. E.S.B. 43685/69/J.
Inquiry for sheepskins. E.S.B. 1465/70/J.

Bulletin 19/70
Agency inquiry for women's boots. E.S.B. 2131/70/J.
Agency inquiry for knitwear. E.S.B. 41283/69/J.
Inquiry for books; clothing; crockery; do-it-yourself items; foodstuffs; gifts; glassware; radios; record players; souvenirs; textiles; toys. E.S.B. 51870/69/J.

THAILAND

Bulletin 18/70
Agency inquiry for fertilizers. E.S.B. 44991/69/J.

TOGO

Bulletin 15/70
Inquiry for cocoa and coffee processing plant. (Further Information.) E.S.B. 1654/70/J.

TRUCIAL STATES

Bulletin 19/70
Inquiry for tomato concentrate paste making and canning plant; carton making and packaging equipment. E.S.B. 1449/69/J.

TURKEY

Bulletin 19/70
2s. Inquiry for synthetic resins; resin production equipment. E.S.B. 2078/70/J.

UGANDA

Bulletin 19/70
Agency inpuiry for electrical fittings; fabrics. E.S.B. 2275/70/J.

UNITED STATES OF AMERICA

Bulletin 15/70
Inquiry for plastic nocks for arrows. E.S.B. 1935/70/J.
Agency inquiry for tractors. E.S.B. 1684/70/J.
9s. Inquiry for bicycle and vehicle components. E.S.B. 52995/69/J.
Inquiry for puddings. E.S.B. 2011/70/J.

Bulletin 17/70
Inquiry for games; giftware; toys. E.S.B. 2201/70/J.
6s. Inquiry for drop forged bolts. E.S.B. 2203/70/J.

Bulletin 18/70
Inquiry for furnishing accessories. E.S.B. 2167/70/J.
Inquiry for motor cycle accessories. E.S.B. 2204/70/J.

Bulletin 19/70
Inquiry for cotton twills; denim. E.S.B. 2389/70/J.
Inquiry for reinforcing steel. E.S.B. 2247/70/J.

UNITED STATES OF AMERICA/GRENADA

Bulletin 19/70
Inquiry for air-conditioning equipment; building hardware; electrical fixtures; generators; hotel equipment and supplies; hand tools; plumbing fixtures; steam boiler; structural steel. E.S.B. 2618/70/J.

Bulletin 20/70
Inquiry for men's sportswear. E.S.B. 2684/70/J.

VENEZUELA

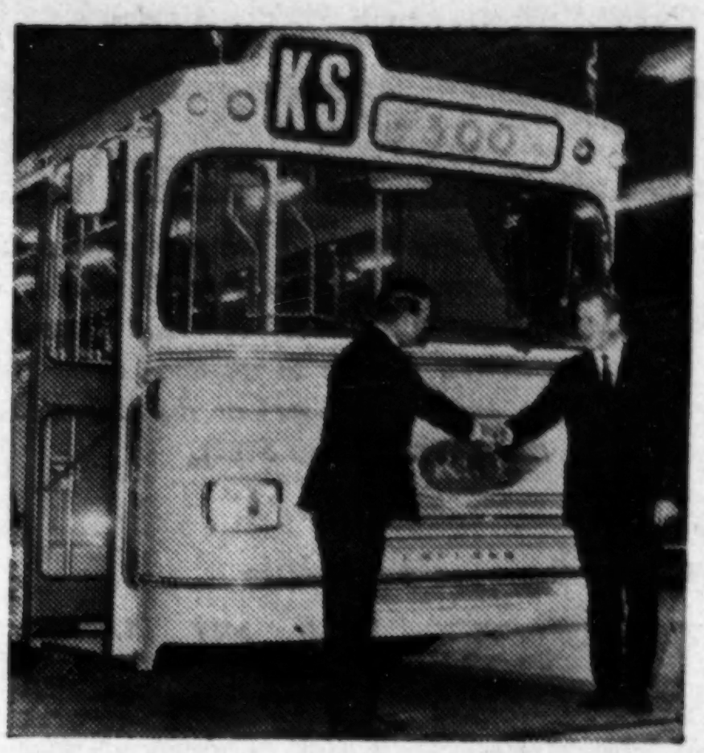
Bulletin 17/70
Inquiry for silicones; tri-ethylene glycol. E.S.B. 1697/70/J.
Agency inquiry for flaxseed oil; soldering equipment; steel; hand tools; zinc. E.S.B. 2074/70/J.

YUGOSLAVIA

Bulletin 16/70
Inquiry for giftware; occasional tables; trolleys. E.S.B. 2057/70/J.

ZAMBIA

Bulletin 19/70
Inquiry for metal flat sheet; wire. E.S.B. 2172/70/J.
Agency inquiry for communications equipment; tape recorders. E.S.B. 1774/70/J.



Handing over the 500th Leyland DAB integral single-deck bus to Copenhagen tramways. Thought to be perhaps the most sosphisticated bus in the world, it is pictured here with (left to right) Mr. John Battersby, managing director Leyland DAB, and Mr. W. Brauer, Mayor of Copenhagen Municipality.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets covering over 100 individual countries, provides useful information on such subjects as travel, useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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The problems of EXPORTING are our business. We can assume full responsibility for your entire EXPORT operation or, alternatively, we can offer a limited service according to your requirements.
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HORN AND WATERS
520, GRAND BUILDINGS,
TRAFALGAR SQUARE, LONDON, W.C.2
Telephone: 01-930 8270
Members of the British Export Houses Association

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Woman export manager's trip

MISS AMY LATHAM, export sales manager of John Beswick Ltd., left recently on a 10-week world selling tour. She planned to visit Hong Kong, Australia and New Zealand, and return via Canada.

As John Beswick Ltd., manufacturers of fine ornamental pottery, are now members of the Royal Doulton Group, she is also representing Doulton Fine China and Minton in Hong Kong, and Webb Corbett, manufacturers of finest English lead crystal, in Hong Kong and Australia.

This is Miss Latham's first visit to Australasia representing Beswick and other members of the Royal Doulton Group, but she is no stranger to this part of the world, having made four previous trips.

A native of Stoke-on-Trent, Miss Latham is said to be the only woman export sales manager in the Potteries. She joined John Beswick Ltd. in the spring of 1969.

Surveying knitwear prospects in Canada

MR. DAVID CUNNINGHAM, sales manager of C. R. McRitchie & Co. Ltd., Edinburgh, will survey market prospects and show samples in Canada in February and March. His company design their own products in knitwear, socks, stockings, scarves and travelling rugs which are made up by a number of subsidiary firms, including Norlock Hand-Loom Weavers Ltd.

Mr. Cunningham's itinerary will include Toronto, Winnipeg, Regina, Calgary, Vancouver, Edmonton and Montreal.

The company currently export products to Scandinavia, France, Italy and the Netherlands.

Off to United States and Canada

MR. T. MARSDEN, director of Invicta Plastics Ltd., Oadby, Leics., leaves on February 11 to survey market prospects and develop sales in the United States and Canada. His company will be the only British firm taking part in the exhibition associated with the AASA Convention being held in Atlantic City this month.

The five divisions of Invicta Plastics cover a very wide range of products. The educational aids division, headed by Mr. Marsden, is the one participating in the exhibition.

Also on Mr. Marsden's itinerary is a visit to Sherbrooke University later this month.

Visit to South Africa

MR. O. C. OWENS, managing director of Universal Home Appliances Ltd., Acocks Green, Birmingham, leaves for South Africa today (February 4) to survey market prospects for his company's products, particularly a two-sided make-up mirror with integrated lighting which sells well in this country, via departmental stores and Boots-type shops.

Mr. Owens has already visited Sweden and expects to set up an agency there.

Eight-week sales drive

MR. E. N. SOUTHWARD, director of international operations of the carpets and floor-covering division of The Guthrie Corporation Group, flew to Australia and Canada recently on an eight-week sales drive.

Mr. Southward is responsible for co-ordinating the international sales of all companies within the division – Templeton (Wilton, Chenille and Axminster carpets), Grays Carpets of Ayr (Axminster and Wilton), Kingsmead Carpets (tufted and Wilton), and W. Armes & Son (Dandycord woven plastics floor covering).

Early North American assignment

MR. R. G. DEAN has been appointed to the board of Telomex (Horsham) Ltd., taking up the post of sales and marketing director. He will lead an intensified sales drive for the company's high-speed electronic check-weighing equipment in home and export markets, for which an expanded production programme is under way.

Mr. Dean's marketing activities over the past 11 years have been wholly concerned with process control and instrumentation.

An early assignment is a sales visit currently being undertaken to North America, where he will be involved at first hand with development of the important and growing United States and Canadian markets.

Sales tour of South East Asia

SIR JOSEPH HUNT, deputy managing director, and Mr. Peter Aspinall, director, of The Chloride Electrical Storage Co. Ltd., Croydon, Surrey, left London recently on a sales tour of South East Asia.

Although the Chloride Group is already well involved in the area, they are seeking additional outlets for the company's products, which include 'Exide' and 'Dagenite' brands of automotive batteries, and battery-making machinery.

While in Singapore they will review the battery manufacturing operations of the group's subsidiary, Chloride Batteries SE Asia Pte. Ltd., and the plans for making battery containers there. This could involve substantial orders for the supply of container manufacturing plant by Chloride Overseas Ltd., the Chloride group's international division, of which both Sir Joseph and Mr. Aspinall are directors.

They will go on to Thailand, where they will review progress in the setting up of a new factory to make 45,000 automotive batteries per annum in Bangkok. Plant and machinery to the value of £150,000 will be supplied by Chloride Overseas Ltd.

Mr. Aspinall will also visit Japan to seek further sales of battery-making machinery.

Off to the Middle East

MR. PETER HAYES, export sales executive of Carson-Paripan and Hadfields (Merton) Ltd., paint manufacturers, is setting out on a three-week sales tour of all the company's distributors and accounts in the Middle East. His itinerary will include visits to the following places: Greece, Cyprus, Beirut, Kuwait, Abu Dhabi, Bahrain and Dubai.

During the latter part of 1969 this company exported over 65 tons of paint to one customer in Dubai.

Bearings selling in 133 countries

MR. W. Q. DEWAR, export manager, British Timkin division of The Timken Roller Bearing Company, manufacturers of tapered roller bearings, left recently on his first 1970 overseas tour. This trip, which will take him to India, Pakistan, Lebanon and Turkey, will be a general sales-boosting tour lasting about three weeks.

Last year Mr. Dewar spent 103 days abroad, visiting 15 different countries in Scandinavia, the Middle and Far East.

In 1969 the value of bearings exported was over 45 per cent up on 1968, the seventh successive record-breaking year. The 1969 total was over four times that of 1962. Timken bearings are sold in 133 countries throughout the world.

Mr. W. J. Lewis, export sales engineer for British Timken, left at the same time for a two-week tour of Turkey and Cyprus.

OUTWARD MISSIONS

Follow-up visit to Cyprus

THE British Hotel and Public Buildings Equipment Export Group (HOPBEG) are sending a trade mission to Cyprus, based on Nicosia, from February 4-14. With Cyprus's growing tourist trade in mind, the 17 members of the mission will mainly represent hotel planning, interior furnishing and catering interests from leading British companies. This is a follow-up to the mission to Cyprus in May last year.

Group activities for the mission include a reception in the Turkish sector of Nicosia by the Turkish-Cypriot Chamber of Commerce and a luncheon with trade association representatives and rotary clubs.

Represented in the mission is Nairn International of Kirkcaldy, Scotland. Last year's mission was so successful it was decided another visit was necessary to strengthen existing sales opportunities. In 1969 Nairn introduced their 'Kingfisher' vinyl wallcoverings, contract flooring and vinyl upholstery materials.

Nigerian sales trip

EIGHT British businessmen set off recently for Nigeria to develop sales and expand their commercial contacts for a wide range of construction equipment. After a week in Lagos the party were dividing into two groups, the first group visiting Kaduna, Jos and Kano, and the second, Ibadan, Warri and Benin.

The mission is the 11th trade mission the Africa Committee of the BNEC has sponsored during the past 12 months.

The leader of the mission is Mr. George Hannah, a member of the Africa Committee and managing director of Pegson Ltd., Coalville, Leics.

British exports to Nigeria last year totalled £78 million – an increase of £20 million on 1968.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

£1 million 'strike'

Japanese orders worth £1 million for automatic tenpin bowling pinspotters were won recently by AMF International Ltd. The pinspotters, manufactured by AMF, were shipped to Japan in the 8,000-ton P & O Lines ship 'Pando Sound'.

The 1,900-ton consignment, representing the largest and most valuable cargo of manufactured products ever to sail in a P & O ship, is due to arrive in Yokohama on February 8. It is also the largest single shipment ever made by AMF, which has installed bowling equipment in 45 countries. AMF's Whitstable, Kent, plant is currently working at capacity.

£100,000 orders from Malaysia

Wailes Dove Bitumastic Ltd., Hebburn, Co. Durham, have received orders from Kuala Lumpur, Malaysia, for their 70B enamel and jet primer in excess of £100,000.

Swiss buy machine tools

Orders for machine tools worth £133,000 have been received by Giddings & Lewis-Fraser Ltd., through Charles Vultier and Co., Geneva and Zurich, their distributors in Switzerland.

Involving delivery of five horizontal boring, drilling, and milling machines, the orders are from Bobst of Lausanne; Dixi SA of Le Locle; Machinenfabrik Netsal of Nafels; and Sulzer SA of Winterthur.

£50,000 order from Germany

Salt Engineering Co. (Coventry) Ltd., the precision engineering branch of the Redman Heenan International group of companies, have received a £50,000 order from Gehr. Boehringer of Goppingen, Federal Republic of Germany, to manufacture tool holders for numerically controlled VDF lathes. This contract makes Salt Engineering the only British manufacturers of tooling equipment for the VDF group of companies.

£1.3 million plutonium nuclear fuel order

Agreement has been reached between the United Kingdom Atomic Energy Authority, and the Power Reactor and Nuclear Fuel Development Corporation of Japan, concerning the supply of plutonium and its fabrication into nuclear fuel elements by the UKAEA. The value of this order is expected to be about £1.3 million.

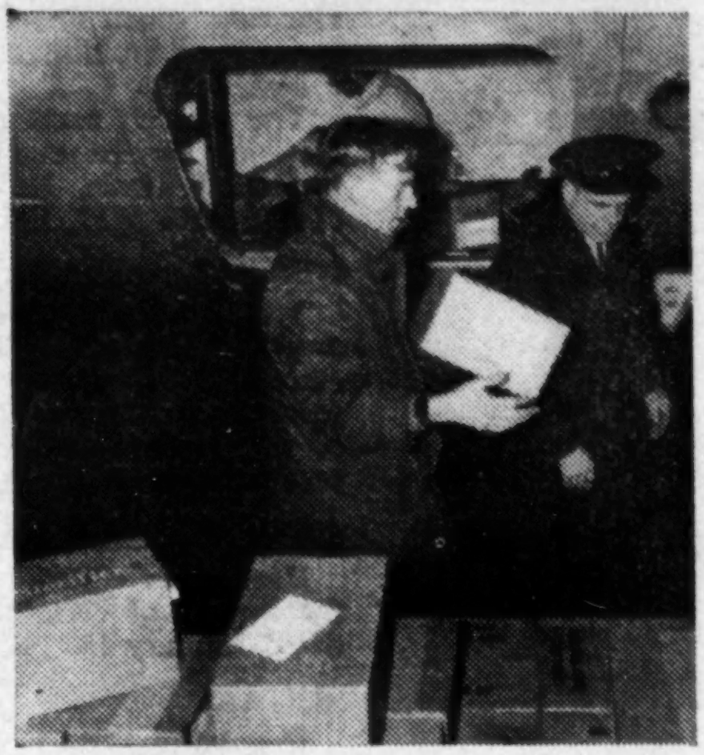
The fuel, fabricated from plutonium metal and canned in stainless steel, will be used for experimental work in the Japanese fast critical assembly, one of the major experimental facilities in the Japanese fast reactor development programme.

HS-748 simulator for Brazil

The Brazilian airline Varig have ordered a Hawker Siddeley 748 flight simulator from Redifon Ltd., (a member company of the Rediffusion Organization). Due for delivery in January 1972, the simulator will be housed in Varig's new instruction centre in Rio de Janeiro.

£100,000 heat treatment line

ZKL, the Czechoslovakian tractor manufacturing concern, have ordered a Birlec continuous heat treatment line, valued at £100,000, for their factory near Brno. The line will operate alongside an existing Birlec heat treatment plant which has been working for seven years and will be used for carburizing and tempering gears and transmission parts.



Supplies of Steriflex transfusion solutions being loaded at Manston Airport for Nigerian relief. The solutions, to increase body fluid and blood volume, were among a 19-ton medical consignment supplied by Glaxo Group Ltd. on behalf of the Nigerian Red Cross. The order also included Triplopen, a long-acting penicillin and Fersamal, an iron deficiency preparation.

Another big Russian contract

Redman Engineering Ltd., the Worcester-based company of the Redman Heenan International Group, have received a £500,000 Russian contract for the design, engineering and installation of a complete production line for bumpers for the Moskvitch 412 car. The contract, negotiated in Russia by Mr. N. S. Boggon, managing director of Redman Engineering, and Mr. J. D. Ford, sales director, was placed by Avtopromimport. The line is to be installed in the IAZ works near Ijevsk in the Urals.

This order follows the successful completion and shipment last year of £200,000 of bumper machinery for Stankoimport and the near completion of an £800,000 order from Avtopromimport. Both these earlier orders were also for installation in Russian car factories.

Tear tape record sales

P. P. Payne's packaging division exported a record quantity of 'Rippatape' tear tape in 1969 – sufficient to stretch three times round the world and an increase of nearly 50 per cent over the previous year.

During the period they produced for overseas markets approximately 136 million yds. of this product, an easy-open facility for corrugated and fibreboard containers. Best markets were Germany, Holland, France and, more recently, the United States.

Orders for cold forging machines

Greenwood & Batley Ltd., Leeds, have received an order from Gobin Daudé of Paris for four high-speed cold forging machines valued at more than £20,000.

Orders for single machines have been received from Finland (the first order received from this country by the company) and Portugal.

Locomotives for copper mines

Greenwood & Batley Ltd., Leeds, have received an order for another three electric locomotives for the Luanshya copper mines in Zambia. The order arrived as four similar locomotives, dispatched last November, were arriving at the mines.

The locos, 5/6-tonners from a new range, are designed specifically for mines, steelworks and other heavy industries.

Jet liner for Munich

British Aircraft Corporation announce that Paninternational (formerly Panair) of Munich have ordered a third BAC One-Eleven 500 jet airliner for delivery in May.

Paninternational ordered its first One-Eleven 500 in mid-1968 and a second in May 1969.

£253,927 order from Hong Kong

Paterson Candy International Ltd. (a member of the Portals Group) announce an order from the Crown Agents for the provision of extension filters at the Sha Tin treatment plant, making this plant one of the largest in the Far East, supplying potable water to the whole colony of Hong Kong. The original plant was supplied by Paterson Engineering Company some seven years ago.

The order is worth £253,927.

Soviet order for shoes

Raznoexport, the Soviet state buying organization, have placed an order for 105,000 pairs of men's shoes with the John White Group factory in Singapore. It is believed to be the largest single contract for leather footwear ever placed in the Republic.

£150,000 landing aids order

A repeat order for two STAN 37/38/39 instrument landing systems has been placed with Standard Telephones & Cables Ltd., of London, by Radio Aeronautica Mexicana SA De CV, the purchasing authority for the Mexican Ministry of Communications and Transport.

Following the completion of a STAN 37/38/39 installation at Acapulco airport, the new contract, worth about £150,000, is for the second stage of the programme to equip Mexican airports with sophisticated final-approach systems. The airports at which the two equipments will be installed are Monterrey and Guadalajara. Delivery will begin this spring. The systems are planned to become operational in autumn 1970.

£600,000 contract for tyre production plant

The Francis Shaw Group have received orders in excess of £600,000, for equipment for a new tyre factory to be established in Chile by Manufactura de Neumaticos SA, who will be operating under the technical aid of the Firestone Tire & Rubber Co.

Engines for Pakistan locomotives

Diesel engines, manufactured by Ruston Paxman Diesels Ltd., Newton-le-Willows, Lancs., will power 26 general-purpose, diesel-electric locomotives ordered by the Pakistan Eastern Railway Co. from English Electric-AEI Traction Ltd. The value of the engine contract, plus spares, is worth approximately £330,000.

Package deal piggery for Iran

The biggest single consignment of pigs to be exported to Iran left Stansted airport recently. The order, representing total export earnings of £24,000, consisted of 252 hybrid parent stock supplied by Selecta Pig Breeding Co. Ltd., Worlingworth, Suffolk.

The shipment was arranged by United Livestock Exports of Great Britain Ltd. on a chartered flight with Trans Meridian (London) Ltd.

The stock is part of a package deal for a complete pig unit which is being supplied through Selecta and United Livestock.

First turbo-generator sale for 1970

Following a record total of over £50 million of turbo-generator export orders for 1969, C. A. Parsons & Co. Ltd., Newcastle upon Tyne, members of the Reyrolle Parsons Group, announce the first order for 1970: a steam turbo-generator set complete with auxiliary plant and worth over £500,000 is to be supplied to the Electricity Authority of Cyprus. Commercial operation of the 30,000 kW set is scheduled for December 1971.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Tariff Quotas

THE *Journal Officiel des Communautés Européennes* No. L18 dated January 24, 1970 contains the text of **Decision No. 70/81/CEE** granting a tariff quota to Belgium of 25 tonnes of shrimps of the 'Pandalus Platiceros Japonicus,' variety (Common Customs Tariff No. ex 16.05 B) at a 16 per cent rate of duty for the period January 1, 1970 to March 31, 1970.

Full details of this quota and the French text of the Decision may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408/423).

Common Agricultural Policy

THE TEXTS of the following Regulations, Decisions and Proposed Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, Decisions and Proposed Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408/423).

GENRAL

The *Journal Officiel des Communautés Européennes* No. C7 dated January 17, 1970, contains the text of a Proposed Decision relating to measures specified to protect community livestock from foot and mouth disease. It should be noted that the text of this Decision when finally approved may differ from the draft text referred to above.

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 85/70 relates to special rules to apply to the import of certain frozen cattlemeat (*Journal Officiel* No. L12 dated January 17, 1970).

SUGAR

Regulation (CEE) No. 86/70 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L12 dated January 17, 1970).

Regulation (CEE) No. 87/70 modifies the basic amount of the refund for syrups and certain other products in the sugar sector exported in a natural state (*Journal Officiel* No. L12 dated January 17, 1970).

Decision No. 70/59/CEE relates to fixing the maximum amount of the refund for the eleventh partial auction of white sugar effected under **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L12 dated January 17, 1970).

MILK AND MILK PRODUCTS

Decision No. 70/42/CEE modifies **Decision No. 69/71/CEE** relating to measures permitting certain categories of consumers to buy butter at a reduced price (*Journal Officiel* No. L13 dated January 19, 1970).

The *Journal Officiel des Communautés Européennes* No. C7 dated January 17, 1970 contains the text of a Proposed Regulation extending for the 1969/1970 Milk Marketing Year **Regulations (CEE) Nos. 824/68, 825/68, 1043/68, 1632/68** and Article 5 para. 3 of **Regulation (CEE) No. 1014/68.** It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

OVALBUMIN AND LACTALBUMIN

Regulation (CEE) No. 134/70 fixes the sluice gate prices and the import duties for ovalbumin and lactalbumin for the period February 1 to April 30, 1970 (*Journal Officiel* No. L18 dated January 24, 1970).

CEREALS

Decision No. 70/43/CEE repeals **Decision Nos. 69/138/CEE, 69/139/CEE** and **69/140/CEE** authorizing Germany, Belgium and the Netherlands respectively to restrict intervention purchases of certain cereals (*Journal Officiel* No. L13 dated January 19, 1970).

Decision No. 70/52/CEE completes **Decision No. 69/287/CEE** authorizing Germany to apply special intervention measures in the cereals sector (*Journal Officiel* No. L13 dated January 19, 1970).

OILS, FATS AND OILSEEDS

Decision No. 70/48/CEE and **Decision No. 70/49/CEE** exempts Germany and Luxembourg respectively from applying in certain cases **Directive No. 69/208/CEE** concerning the marketing of oil and fibre plant seeds (*Journal Officiel* No. L13 dated January 19, 1970).

Marketing of seeds

THE *Journal Officiel des Communautés Européennes* No. L13 dated January 19, 1970 contains the text of **Decision No. 70/47/CEE** exempting France from applying the provisions of **Directives Nos. 66/401/CEE** and **66/402/CEE** concerning the marketing of forage crop seeds and seed grain respectively to certain types of seeds.

The French texts of the Decision and Directives referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408/423).

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L13 dated January 19, 1970 contains the texts of two Decisions concerning community transit as follows:

Decision No. 70/41/CEE relates to the adaptation of the methods of administrative co-operation provided for in **Regulation (CEE) No. 542/69** which is the basic regulation concerning community transit. This Decision concerns the use of circulation certificates (D.D 3).

Decision No. 70/51/CEE relates to the methods to be used for sending to the appropriate offices the supplementary copies of the community transit document specified by Article 55 paragraph 1 of **Regulation (CEE) No. 542/69.**

The French texts of these Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408/423).

Common customs tariff of the EEC

THE *Journal Officiel des Communautés Européennes* No. L13 dated January 19, 1970 contains the text of **Decision No. 70/38/CEE** authorizing Belgium, Luxembourg and the Netherlands to postpone the raising of their national rates of duty to those of the Common Customs Tariff in respect of coffee, not roasted, not free of caffeine (Common Customs Tariff No. 09.01 A I 09.01 A 1 (a).

The French text of this Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408/423).

SPAIN

Customs tariff

IN THE *State Gazette* of January 22, the Spanish authorities announced the following duty reductions valid until March 31 on certain sub-headings of their customs tariff:

Tariff Heading	Description	Transitory Duty	
		Existing Rate	Percentage Reduction
03.01 A	Fish, fresh (live or dead), chilled or frozen	6%	100
	Tunny and other tunas, frozen		
09.01 A	Coffee, not roasted	22·5%	100
12.03 B 4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds	16%	100
12.03 B 5	Sugar beet seeds	16%	100
23.01 A	Flour and meals, of meat and offals: greaves	2%	100
23.04 B	Oil cakes, other	2%	100
25.03 C	Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur: other	4%	100
Ex 27.04	Coke and semi-coke for steel manufactures only	12%	100
Ex 28.30 A 2	Calcium chloride only	19%	80
29.02 A 9	Vinyl chloride	26%	40
29.04 B 1	Ethanediol	24%	40
29.04 B 3	Other polyhydric alcohols and halogenated sulphonated, nitrated, nitrosated and mixed derivatives of such alcohols	13%	60
29.06 A 1	Phenols and their salts	16%	100
29.14 D	Acrylic and methacrylic acids, their salts and esters	25%	60
29.30 A	Isocyanates	4·5%	100
Ex 32.05 A	Synthetic organic dyestuffs (including pigment dyestuffs) and synthetic organic products of a kind used as luminophores with a c.i.f. value between 200 and 300 Ptas per kg only	86 Ptas/kg	25
Ex 32.05 A	Synthetic organic dyestuffs (including pigment dyestuffs) and synthetic organic products of a kind used as luminophores, with a c.i.f. value of more than 300 Ptas per kg	86 Ptas/kg	50
Ex 38.11 B 2	Weedkillers only, excepting chlorate and 2-4 dichlorophenoxy acetic acid derivatives	6%	100
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	16%	50
41.01 A 1 a	Hides and skins of oxen, cows, bulls and buffaloes: fresh salted, whole	1%	100
41.01 A 1 b	Hides and skins of oxen, cows, bulls and buffaloes: butts, fresh salted	1%	100
41.01 A 1 c	Hides and skins of oxen, cows, bulls and buffaloes: shoulders, bellies and pieces fresh salted	1%	100
41.01 A 1 d	Hides and skins of oxen, cows, bulls and buffaloes: dry salted	1%	100
41.01 A 1 e	Hides and skins of oxen, cows, bulls and buffaloes: dried	1%	100
41.01 A 2 a	Calfskins: fresh salted, weighing not more than 16 kg each	1%	100
41.01 A 2 b	Calfskins: dry salted, weighing not more than 12 kg each	1%	100
41.01 A 2 c	Calfskins: dried, weighing not more than 8 kg each	1%	100
41.01 A 4 a 1	Sheep and lamb skins: fresh salted, weighing more than 30 kg per dozen, in the wool	7%	50
41.01 A 4 a 2	Sheep and lamb skins: fresh salted, weighing more than 30 kg per dozen, in the wool, other	1%	100
Ex 41.01 A 4 b	Sheep and lamb skins: fresh salted, weighing not more than 30 kg per dozen without wool only	1%	100
Ex 41.01 A 4 b	Sheep and lamb skins: fresh salted weighing not more than 30 kg per dozen in the wool only	1%	100
41.01 A 4 c 1	Sheep and lamb skins: dry salted weighing more than 22 kg per dozen in the wool	7%	60
41.01 A 4 c 2	Sheep and lamb skins: dry salted weighing more than 22 kg kg per dozen other	1%	100
Ex 41.01 A 4 d	Sheep and lamb skins: dry salted weighing not more than 22 kg per dozen without wool only	1%	100
Ex 41.01 A 4 e	Sheep and lamb skins: dried weighing more than 14 kg per dozen in the wool only	8%	100
41.01 A 4 e 1	Sheep and lamb skins: dried weighing more than 14 kg per dozen with wool	8%	50
41.01 A 4 e 2	Sheep and lamb skins: dried weighing more than 14 kg per dozen other than with wool	1%	100
Ex 41.01 A 4 f	Sheep and lamb skins: dried weighing not more than 14 kg per dozen (without wool only)	1%	100
Ex 41.01 A 4 f	Sheep and lamb skins: dried weighing not more than 14 kg per dozen (with wool)	1%	100
41.01 A 5 a	Goat and kid skins: fresh salted weighing more than 75 kg per hundred	1%	100
41.01 A 5 b	Goat and kid skins: fresh salted weighing more than 50 but not more than 75 kg per hundred	1%	100
41.01 A 5 c	Goat and kid skins: fresh salted weighing not more than 50 kg per hundred	1%	100
41.01 A 5 d	Goat and kid skins: dry salted weighing more than 62·5 kg per hundred	1%	100
41.01 A 5 e	Goat and kid skins: dry salted weighing more than 42 but not more than 62·5 kg per hundred	1%	100
41.01 A 5 f	Goat and kid skins: dry salted weighing not more than 42 kg per hundred	1%	100
41.01 A 5 g	Goat and kid skins: dried weighing more than 50 kg per hundred	1%	100
41.01 A 5 h	Goat and kid skins: dried weighing more than 34 but not more than 50 kg per hundred	1%	100
41.01 A 5 i	Goat and kid skins: dried weighing not more than 34 kg per hundred	1%	100
51.01 A	Yarn of man-made fibres (continuous) not put up for retail sale: of synthetic fibres (continuous)	16%	40
53.01 A 1	Sheep's or lamb's wool not carded or combed: greasy wool with a washing loss of more than 30% by weight	9·5%	90
53.01 A 2	Sheep's or lamb's wool: greasy wool with a washing loss of more than 10% but not more than 30% by weight	12%	75
53.01 B	Sheep's or lamb's wool: washed or degreased wool with a washing loss of 10% or less by weight	12%	75
53.01 C	Sheep's or lamb's wool: carbonized wool	13%	70
53.01 D	Sheep's or lamb's wool: dyed wool	15·5%	50
55.01	Cotton, not carded or combed	18% and 9·20 Ptas/kg net	95 (*ad val.*) and 20 (specific)
56.01 A 1	Synthetic fibres (discontinuous): of polyamides 6 and 66	15%	40
56.01 A 2	Synthetic fibres (discontinuous): of polyester	15%	40

(Continued on next page)

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SPAIN, *continued*

Tariff heading	Description	Transitory Duty	
		Existing Rate	Percentage Reduction
56.01 A 4	Synthetic fibres (discontinuous): other	15%	40
56.02 A 1	Continuous filament tow for the manufacture of man-made fibres (discontinuous) of synthetic fibres: of polyamides 6 and 66	14%	40
56.02 A 2	Continuous filament tow for the manufacture of man-made fibres (discontinuous) of synthetic fibres: of polyester	14%	40
56.02 A 4	Continuous filament tow for the manufacture of man-made fibres (discontinuous) of synthetic fibres: other	14%	40
56.04 A 1	Synthetic fibres (discontinuous or waste): of polyamides 6 and 66	14%	40
56.04 A 2	Synthetic fibres (discontinuous or waste): of polyester	14%	40
56.04 A 4	Synthetic fibres (discontinuous or waste): other	14%	40
73.02 C	Ferro-alloys: ferro-chromium	12·5%	100
73.02 F	Ferro-alloys: other than ferro manganese ferro silicon, ferro-silico-manganese, ferro-chromium, terro-tungsten and ferro-nickel	2%	40
Ex 73.15 B 2 e	Hoop and strip, of stainless steel only	15%	80
Ex 73.15 B 2 f 3	Other sheets and plates, of stainless steel only	20%	70
75.05	Electro plating anodes, of nickel, wrought or unwrought, including those produced by electrolysis	4·5%	100
Chapter 84	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	50
Ex 84.25 B	Threshers, only those forming part of self-propelled harvesters	10·5%	100
84.25 C 1 a	Combine harvester threshers: for cereals and seeds, self-propelled	20%	70
Chapter 87	Parts and spare parts for the manufacture of self-propelled harvesters and tractors only	(Various)	50
87.01 B 1	Tractors (other than those falling within heading No. 87.07) track-laying with a cylinder capacity of 6,000 cc or less	23%	100
Ex 87.06	Parts and spare parts, for tractors only	33%	50

Decree 82/1970 also suspends until March 22 the customs duty on the following tariff headings:

38.19 E 1	Dodecylbenzene	18%	100
38.19 E 2	Alkylbenzene	18%	100

The reductions in customs duty established by Decrees 2903/67, 2943/67, 3051/67, 3052/67, 3141/67 and 66/68, following the devaluation of the Peseta in November 1967, are now cancelled.

Global quotas for 1970

IN THE *State Gazette* of January 19, the Spanish authorities published details of the global quotas for 1970. The complete list is reproduced below.

(168 pesetas = £1)

Quota No.	Goods	Tariff heading	Annual value Pesetas	Method of calling
1	Hops	12.06	38,500,000	Yearly
2	Meat preserves	16.01 16.02	38,720,000	Yearly
3	Fruit preserves	20.03-20.04 20.05 Ex 20.06 and 20.07-B	38,720,000	Yearly
4	Miscellaneous food products	19.04-21.07-B 21.07-C	7,865,000	Yearly
5	Soups and soup preparations	21.05	14,520,000	Yearly
6	Beer	22.03	17,765,000	Open permanently
7	Fish meal	23.01-B	231,594,000	Open permanently
8	Coking coal	Ex 27.01-A	211,750,000	Open permanently
9	Anthracite	27.01-B	26,015,000	Open permanently
10	Inorganic chemical products	15.10-C 28.02 28.14-A 28.15-B 28.41-B 3 Ex 28.46-B	60,500,000	Six monthly
11	Organic chemical products	17.02-A 1, 17.02-B 1, Ex 29.25-J 29.42-A 29.42-C 29.44-A 29.44-B	48,400.000	Six monthly
12	Pharmaceutical specialities	Ex 30.02-A 2 Ex 30.02-B 2 Ex 30.03-A 2 Ex 30.03-B 2	121,000,000	Open permanently
13	Varnishes inks, pigments and similar preparations	32.09-A Ex 32.09-D	42,350,000	Six monthly
14	Perfumery, toilet and cosmetic preparations	33.06	24,200,000	Six monthly
15	Tensoactive preparations, preparations for lyes lubricating preparations, glues and miscellaneous products of the chemical industries not liberalized and not included in other quotas	34.02-B 34.03-B Ex 35.05 Ex 38.07 Ex 38.08 38.19-F 2 Ex 38.19-G 38.19-H Ex 38.19-J	127,050,000	Six monthly
16	Phenoplast and furane resins	39.01-A	54,450,000	Six monthly
17	Aminoplasts	39.01-B	36,300,000	Six monthly

(168 Pesetas = £1)

Quota No.	Goods	Tariff heading	Annual value Pesetas	Method of calling
18	Other condensation, polycondensation and polyaddition products	39.01-C Ex 39.01-J	36,300,000	Six monthly
19	Styrene and derivatives polymerization products	39.02-C	18,150,000	Six monthly
20	Polyvinil chloride	39.02-E	36,300,000	Six monthly
21	Other polymerization and copolymerization products	39.02-A 2 39.02-G 2 3 39.02-L 2 Ex 39.02-M N Ex 39.03-A	66,550,000	Six monthly
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	39.07-B	54,450.000	Six monthly
23	Non liberalized wood manufactures	44.15 44.16 44.18 48.09	16,335,000	Six monthly
24	Miscellaneous textile fibres	50.02 50.03 Ex 57.03-A 57.03-B 57.03-C 57.04-A 1 57.04-B 2 a 57.04-C	13,310,000	Six monthly
25	Yarns of miscellaneous textile fibres	54.04 50.05 50.06 50.07 50.08 55.05 55.06 57.06	19,965,000	Six monthly
26	Coconut yarns	57.07-C	54,450,000	Six monthly
27	Fabrics of miscellaeous textile fibres	50.09 50.10 55.07 55.08 55.09 57.10 Ex 57.11	92,686,000	Six monthly
28	Tulle, lace, velvet and knitted goods	58.04-E 58.08 58.09 60.01-C	21,175,000	Six monthly
29	Special fabrics	59.07 59.08 Ex 59.11 Ex 59.12 Ex 59.13 Ex 60.06-A	19,178,500	Six monthly
30	Carpets and rugs	58.01 58.02-58.03	9,075.000	Six monthly
31	Ready-made clothing	Ex 60.02 Ex 60.03-A 2 Ex 60.03-B 2 Ex 60.03-C 60.04-C 60.05-C 61.01-A Ex 61.01-D Ex 61.01-E 61.02-A Ex 61.02-D Ex 61.02-E Ex 61.03-A Ex 61.03-C 61.04-A Ex 61.04-D 61.05 61.07 61.09 Ex 61.10-A Ex 61.10-C Ex 61.11 Ex 62.01-B Ex 62.02 Ex 62.04	24,200,000	Six monthly
32	Other textile manufactures	58.05-D Ex 58.06 Ex 58.07 59.01 Ex 59.02-C Ex 59.04 Ex 59.05-C Ex 59.06 Ex 59.12 Ex 59.14 Ex 59.15 Ex 60.06-B 62.03 Ex 62.05-B	15,125.000	Six monthly
33	Articles of porcelain and glass	69.11-B 69.12-B 69.13 Ex 70.13-B 1	33,880,000	Six monthly
34	Imitation jewellery	71.12-B 2 71.16	10,285,000	Six monthly
35	Containers of iron or steel	Ex 73.23	24,200,000	Six monthly
36	Stoves, heating apparatus, cookers (including those also connected to central heating) cooking rings, boilers, plate heaters and other similar non-electric apparatus for domestic use and parts, of cast iron, iron or steel	73.36	13,310,000	Six monthly
37	Other manufactures of cast, iron or steel	Ex 73.40-C	26,620.000	Six monthly
38	Copper manufactures	74.19-D 74.19-E	12,100,000	Six monthly
39	Aluminium manufactures	Ex 76.15 76.16-B	13,310.000	Six monthly
40	Hand tools for industry	Ex 82.03 82.04	66,550.000	Six monthly
41	Saws and blades	Ex 82.02 Ex 82.06	36,300,000	Six monthly
42	Cutlery and table sets of iron or steel	82.09 82.10 82.11-A-C-D-E 82.14	24,200,000	Six monthly
43	Marine engines (not liberalized) and parts for the manufacture of the same	84.06-B 2 b 84.06-B 2 c 84.06-B 2 d 84.06-C 1 Ex 84.06-D 2	54,450,000	Six monthly
44	Engines for use on land (not liberalized) and parts for the manufacture of the same	84.06-B 2 b 84.06-B 2 c 84.06-B 2 d 84.06-C 1 Ex 84.06-D 2	212,355,000	Six monthly
45	Motor pumps and motor compressors (not liberalized)	Ex 84.10-F 2 Ex 84-11-D 2	48,400,000	Six monthly
46	Refrigerators up to 250 litres	Ex 84.15-A	166,375.000 (33,275 units)	Six monthly
47	Dumpers	87.02-B 2	242,000,000	Six monthly

Quota No:	Goods	Tariff heading	Annual value Pesetas	Method of calling
48	Television and radio receivers	85.15-A	36,300,000	Six monthly
49	Radio transmitters and transmitter-receivers	85.15-B	80,465,000	Six monthly
50	Non-liberalized parts for the manufacture of electric apparatus and carbons for cinematographie	Ex 85.15-E Ex 85-24-C	96,800,000	Open permanently
51	Tractors	87.01-A 87.01-B 2	468,512,000 (3,897 units)	Six monthly
52	Parts for the manufacture of tractors	Ex 87.06	106,480,000	Open permanently
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	Ex 87.02-A 2 Ex 87.03-B Ex 87.03-C Ex 87.04-B Ex 87.05 Ex 87.06	302,500,000	Six monthly (excepting for parts for manufacture Open permanently)
54	Parts and accessories for the manufacture of motor cars	Ex 87.04-A Ex 87.05 Ex 87.06	181,500,000	Open permanently
55	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11-C 92.11-D 92.11-E	24,200,000	Six monthly
56	Sound recording (not liberalized) and parts and accessories for apparatus under heading 92.11	92.12-B 2 92.13	32,065,000	Open permanently
57	Toys, games and articles for recreation	97.01 97.02 97.03 97.04 97.05 97.08	36,905,000	Yearly
58	Capital equipment for new investment projects	Sections XVI and XVII	9,317,000,000	Open permanently

Home compensation tax levy

IN THE *State Gazette* of January 22, the Spanish authorities announced the following reductions in their Home Compensation Tax Levy, valid until April 22:

Tariff heading	Description	Home Compensation Tax Levy	
		Existing Rate	Percentage reduction
23.04 B	Oil-cakes, other	6%	80
26.01 A 2	Metallic ores, other	8%	100
26.01 B	Manganese ores, including manganiferous iron ores containing 20% or more of manganese	8%	100
26.01 G	Tin ores	8%	100
26.01 H	Chromium ores	8%	100
Ex 26.03 C	Ash and residues containing tin	5%	100
Ex 27.01 A	Coking coal imported by iron and steel coking plants for their own use in steel manufacture	7%	100
29.15 D 1	Dimethyl terephthalate	5%	50
29.27 B	Acrylonitrile (monomer)	12%	50
29.35 G	Caprolactams	5%	50
31.02 A	Natural sodium nitrate, containing not more than 16% nitrogen	8%	100
40.01 A	Latex	7%	75
40.01 B 1	Natural rubber: smoked sheets and ball crepe	7%	75
40.01 B 3	Natural rubber: other	7%	75
40.02 B 2	Synthetic rubber: other	7%	75
41.01 A 1 a	Hides and skins of oxen, cows, bulls and buffaloes: fresh salted, whole	4%	75
41.01 A 1 b	Hides and skins of oxen, cows, bulls and buffaloes: butts, fresh salted	4%	75
41.01 A 1 c	Hides and skins of oxen, cows, bulls and buffaloes: dried	4%	75
41.01 A 2 a	Calfskins: fresh salted, weighing not more than 16 Kg each	4%	75
41.01 A 2 c	Calfskins: dried, weighing not more than 8 Kg each	4%	75
Ex 41.01 A 4 f	Sheep and lamb skins: dried, weighing not more than 14 Kg per dozen (reduction only applies to skins in the wool)	4%	50
Ex 41.01 A 4 f	Sheep and lamb skins: dried, weighing not more than 14 Kg (skins without wool)	4%	75
41.01 A 5 g	Goat and kid skins: dried, weighing more than 50 Kg per hundred	4%	75
41.01 A 5 h	Goat and kid skins: dried, weighing more than 50 Kg per hundred	4%	75
75.01 A	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unalloyed unwrought nickel, whether or not in cubes or balls	8%	80

The reductions in Home Compensation Tax Levy established by Decree 2900/67, 2941/67, 3050/67 and 65/68 following the devaluation of the Peseta in November 1967 are now cancelled.

Inquiries about these notices should be adddessed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), where the Spanish text of Decrees Nos. 79 to 82 of 1970 may be seen.

IRISH REPUBLIC

Application for restriction orders on knitted and crocheted clothing

THE IRISH Republic's Merchandise Marks Commission have given notice that their inquiry into the application for Orders under Part III of the Merchandise Marks Act, 1931, prohibiting the importation and sale or exposure for sale, retail or wholesale, of imported knitted and crocheted gloves, outerwear, underwear and nightwear, without an indication of origin, will commence at 10 a.m. on Wednesday, February 18, at 45 Merrion Square, Dublin 2.

Application for restriction orders on carpets

THE IRISH Republic's Merchandise Marks Commission have given notice that their inquiry into the application for orders under Part III of the Merchandise Marks Act, 1931, prohibiting the importation and sale or exposure for sale, retail or wholesale, of imported carpets, carpeting, rugs, mats and matting without an indication of the country of origin will commence at 10 a.m. on Wednesday, February 25, 1970 at 45 Merrion Square, Dublin 2.

Application for restriction order on footwear

THE IRISH Republic's Merchandise Marks Commission have given notice that an application for an Order under Part III of the Merchandise Marks Act, 1931, prohibiting the importation of footwear without an indication of the country of origin has been referred to the Commission by the Minister for Industry and Commerce in accordance with Section 6 the Act and that it is their intention to hold an inquiry into the application. The application comprises ladies', men's and children's foowear.

Persons or organizations substantially interested in the subject matter of the inquiry are entitled to make submissions and particulars of the application may be obtained by writing to the Secretary of the Merchandise Marks Commission. Submissions setting out the reasons for supporting or opposing the application should be made as soon as possible and in any event should reach the Secretary not later than Friday, February 20.

Notice will be given later of the date and place of the inquiry at which evidence may be tendered in accordance with the Merchandise Marks Commission (Proceedings) Regulations 1967.

FRANCE

Changes in value added tax

ON JANUARY 1 the French simplified, and marginally reduced, their value added tax (Taxe sur la Valeur Ajoutés, commonly referred to as TVA). At the same time the TVA payable on all books and certain types of foodstuffs was changed from the intermediate to the reduced rate. The rates of TVA now operative relate to the tax excluded price, i.e. in the case of imports the landed cost, including import duties.

Previously the rates of tax in force applied, at each stage, to the price including the tax paid at the previous stage. For practical calculation of the tax payable it was convenient to consider the tax as a percentage of the price *before* the addition of the tax element itself, and this percentage was known as the 'incidence' figure as opposed to the 'rate' figure. The new rates now operative correspond to the old 'incidence' figures (rounded down in some cases),

(Continued on next page)

FRANCE, *continued*

and the old rate figure which was not in fact the true rate of TVA payable has been abandoned.

The new rate of tax are shown below; for purposes of comparison the old 'rates' and 'incidence' percentages are shown in brackets:

Metropolitan France
Normal rate
23 per cent (previously 19 per cent and 23.45 per cent)
For products other than those to which the other rates apply or which are exempt from TVA
Reduced rate
7.5 per cent (previously 7 per cent and 7.52 per cent)
For certain foodstuffs and all types of books. The foodstuffs which before January 1 attracted the intermediate rate are as follows:

(1) Foodstuffs other than beverages with the exception of the following products:
Coffee, tea, chicory and substitutes and mixtures of these products; flours, biscottes and special breads, fresh pastry and other cereal preparations and mixtures of these products containing no meat, vegetables or fish;
Confectionery; chocolate and other food preparations containing cocoa; ice-cream, water-ices and other ices; margarine and vegetable fats;

(2) Notwithstanding the exceptions above, preparations of flour for infant foods, powders for breakfast foods or for manufacture of creams, custards, desserts, etc.

Intermediate rate
17.6 per cent (previously 15 per cent and 17.64 per cent)
For most manufactured foodstuffs
Maximum rate
33⅓ per cent (previously 25 per cent and 33.33 per cent)
For luxury products

French Overseas Departments
The following increased rates apply to the French Overseas Departments of Martinique, Guadeloupe and Reunion:
Normal rate
10 per cent (previously 9 per cent and 9.89 per cent)
Reduced rate
3.5 per cent (previously 3.5 per cent and 3.62 per cent)
Intermediate rate
7.5 per cent (previously 7 per cent and 7.52 per cent)
Maximum rate
14 per cent (previously 12.5 per cent and 14.28 per cent)

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Minimum price regulations for onions

THE French *Journal Officiel* of January 18 announced that imports of onions, other than for sowing, originating in and imported from all countries other than member countries of the EEC and countries of the Franc Zone, may be admitted under the minimum price procedure until February 28, 1970. Details are as follows:

Tariff No.	Product	Ref. Product	Minimum price per Kg.	Period of application
	Price recorded at national market at Rungis (Paris market)			
07.01 ex H	Onions	Onions (dry) Auxerre and Poitou	0·58	From January 18 to February 28, 1970

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 423/408/288) where the French text may be seen.

Minimum price regulations for tomatoes

THE *French Journal Officiel* of January 15 announced that imports of tomatoes, (Tariff No. 07.01 M 1), originating and imported from all countries other than member countries of the EEC and countries of the Franc Zone, may be admitted under the minimum price procedure for the period January 15 to February 28, 1970.

These imports should follow the procedure set out in the *Board of Trade Journal* of November 11, 1969, page 1325 under 'Minimum price regulations for vegetables'.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

PORTUGAL

Import under drawback of flax yarn

PORTUGUESE *Diario do Governo*, First Series, No. 286 of December 9, 1969 published Order No. 24458 which authorized the import, under drawback, of flax yarn, single, unbleached, falling within B.N. Heading 54 03 01. Such imports shall not be for retail sale but for processing into twisted and glazed yarn, unbleached, for export.

The drawback-import note must show, in addition to the dutiable weight, the actual weight of the raw material.

On each 100 kg (actual weight) of the product exported the duty corresponding to 100 kg (actual weight) of raw material imported will be refunded.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

TURKEY

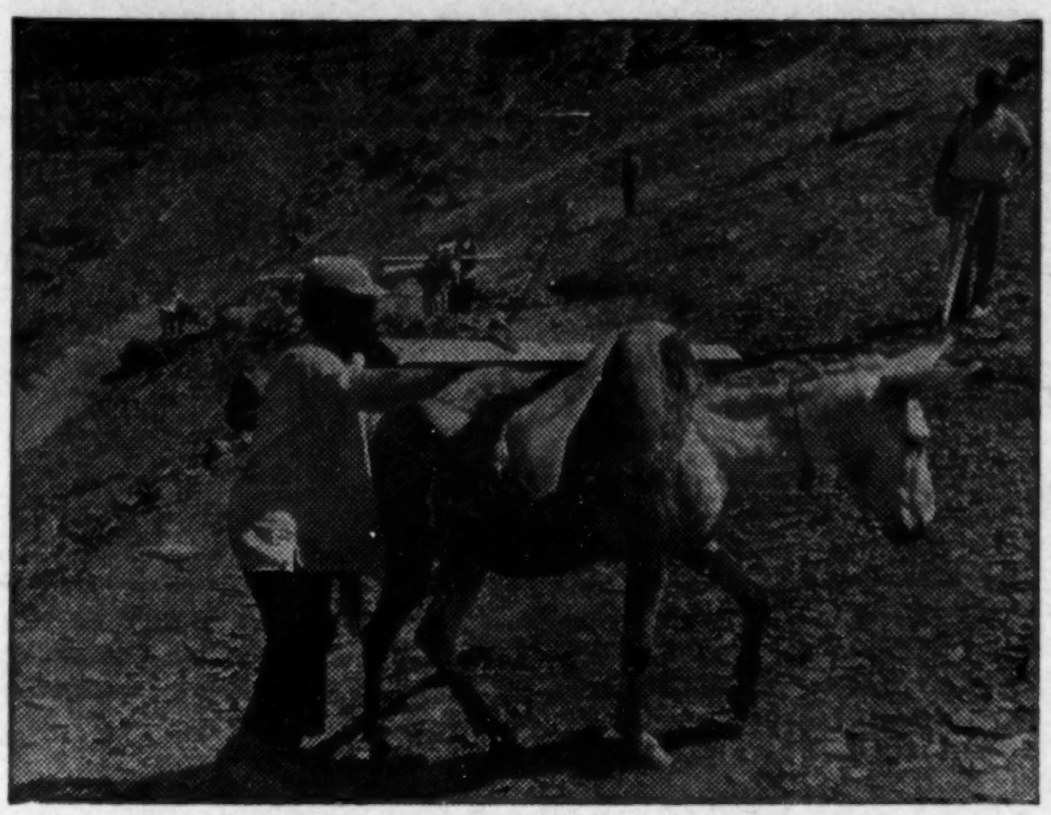
Global import quotas and liberalization lists

ON JANUARY 5, 1970, the Turkish Authorities announced the 24th list of global import quotas for the first half of 1970 and the liberalization lists for the whole year. Applications to import under the new quotas must be made by Turkish importers within one month of the date of publication in Turkey, and licences will be valid for six months.

Further information may be obtained from Export Services Branch (Tariff Section), Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

MORE CRANES FOR GREECE

Herbert Morris group managing director Mr. Harold Flavell (seated right) photographed with the company's export salesmen at a recent export sales conference in Loughborough. Mr. E. N. Sakellarios (seated centre), the Herbert Morris agent in Greece, was at the conference to discuss future orders from his country for Morris cranes.



When the going gets tough, even the most sophisticated contractor sometimes has to rely on basic forms of transport. These pack mules are carrying tower steelwork over difficult terrain in Iran, to be used by British Insulated Callender's Construction Co. in the erection of the Mohammed Reza – Shah Pahlavi Dam – Tehran transmission line.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

These three 3MW electrode boilers are the first phase of the Ghana Textile Manufacturing Company's new 16 MW steam-raising installation at its factory in Tema. The order for these boilers, placed with the Parkinson Cowan Group, is nearing completion at the Dudley factory of the Group's specialist boiler company, GWB Boilers Limited. Seen here are Mr. R. D. Northcote (standing), marketing director, and Mr. R. S. Williams, chief development engineer, inspecting the boilers.

AFRICA BY SABENA

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IRAQ

Commercial agencies law

LAW No. 208 or 1969 has superseded Law No. 23 of 1960 as the legislation governing commercial agencies.

Under the new Law individual agents must be, and shares in agencies must be entirely held by, Iraqis or subjects of the Arab States (previously it was only necessary for 50 per cent of the capital to be owned by Iraqis). Firms must comply with these requirements by March 24, 1970.

The Minister of Economy may, however, exempt companies from these provisions where the agency requires special technical experience only available from non-Arabs.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477).

LIBYA

Business Visas

THE LIBYAN Embassy in London is now issuing visas for business visits to Libya without prior reference to the Immigration Department in Tripoli.

The procedure outlined in the *Board of Trade Journal* of October 8, 1969 therefore no longer applies.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel 01-222 7877, Ext. 2357).

SINGAPORE

Customs duties Order 1969

THE CUSTOMS duties Order, 1969, was published in the Singapore *Government Gazette* SL Supplement No. 77 dated December 5, 1969. This new Order cancels and supercedes the Customs Duties Order, 1968. It incorporates some new group headings and the following Customs Tariff amendments:

Code	Description	Unit quantity	Customs Duty		
			Full	Preferential	Excise
Group 571	Explosives				
571 309	Other pyrotechnic articles				
	Tariff in 1968	Cwt.	$11·20	$11·20	Nil
	Tariff in 1969	Cwt.	$1·20 per lb.	$1·20 per lb.	Nil
Group 612	Articles of leather, n.e.s.:				
612 309-1	Complete soles and/or straps for beach slippers and the like, unfitted:				
	Tariff in 1968	Doz. Pr.	40% or $12	40% or $12	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil
Group 723	Equipment for distributing electricity:				
	Electrical conduit tubing and joints of base metal, whether or not lined with insulating material				
723 230-1	Sizes 1 inch external diameter or less:				
	Tariff in 1968	Value	25%	25%	Nil
	Tariff in 1969	Value	20%	20%	Nil
Group 851	Footwear, gaiters and the like:				
851 021	Footwear with outer soles of leather and uppers of any material except rubber:				
	Tariff in 1968	Doz. Pr.	40%	40%	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil
851 022	Footwear with outer soles of leather and uppers of rubber:				
	Tariff in 1968	Doz. Pr.	40% or $12	40% or $12	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil
851 023	Footwear with outer soles of rubber and uppers wholly of leather:				
	Tariff in 1968	Doz. Pr.	40%	40%	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil
	Footwear with outer soles of plastic and uppers of:				
851 026-9	Any material other than rubber, plastic or textile:				
	Tariff in 1968	Doz. Pr.	40%	40%	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil
851 032	Footwear with outer soles of wood and uppers of any material other than rubber:				
	Tariff in 1968	Doz. Pr.	40%	40%	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil
851 042	Footwear with outer soles of materials n.e.s., and uppers of any material other than rubber:				
	Tariff in 1968	Doz. Pr.	40%	40%	Nil
	Tariff in 1969	Doz. Pr.	20%	20%	Nil

The Customs Duties Order, 1969, can be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471,472, 473) to whom inquiries should be made.

Customs tariff changes

THE SINGAPORE *Government Gazette* dated January 9, 1970, publishes the Customs Duties (Amendment) Order, 1970, which amends the Schedule to the Customs Duties Order, 1969, by deleting:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
122 202	Tobacco manufactures: Beedies	Lb.	$13	$13	Nil

and inserting:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
122 202	Tobacco manufactures: Beedies	Lb.	$6·50	$6·50	Nil

A milestone in Ford tractor exports was reached recently when the 10,000th tractor to be supplied to Japan rolled off the production line at the Basildon tractor plant before being delivered to Fords sole tractor importers for Japan – Hokkai Jidosha Kogyo. Picture shows Ford Tractor Operations United Kingdom export manager, Mr. Derek Robertson passing it over to Mr. K. Goto, executive director of the Japan Trade Centre, London. Mr. Goto received the tractor on behalf of Hokkai Jidosha.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO,*

40 tons of air-freight for Africa? Alitalia make it in one go.

Alitalia send fast cargo jets via Rome to Nairobi, Lusaka and Johannesburg – every week. Each DC-8 62F takes 40 tons. Each one holds 13 standard international pallets 88″ x 125″ and two 88″ x 108″. But any airline can buy fast jets. Speed on the ground is Alitalia's extra asset.

Take Rome.

We speed your cargo-handling with a million-pound computerized terminal which can handle 500 tons a day. It's completely integrated and automated – so we take less than an hour to check your cargo. Then it's ready for shipment to Nairobi, Lusaka, Johannesburg or the other 19 African destinations to which Alitalia operate frequent flights.

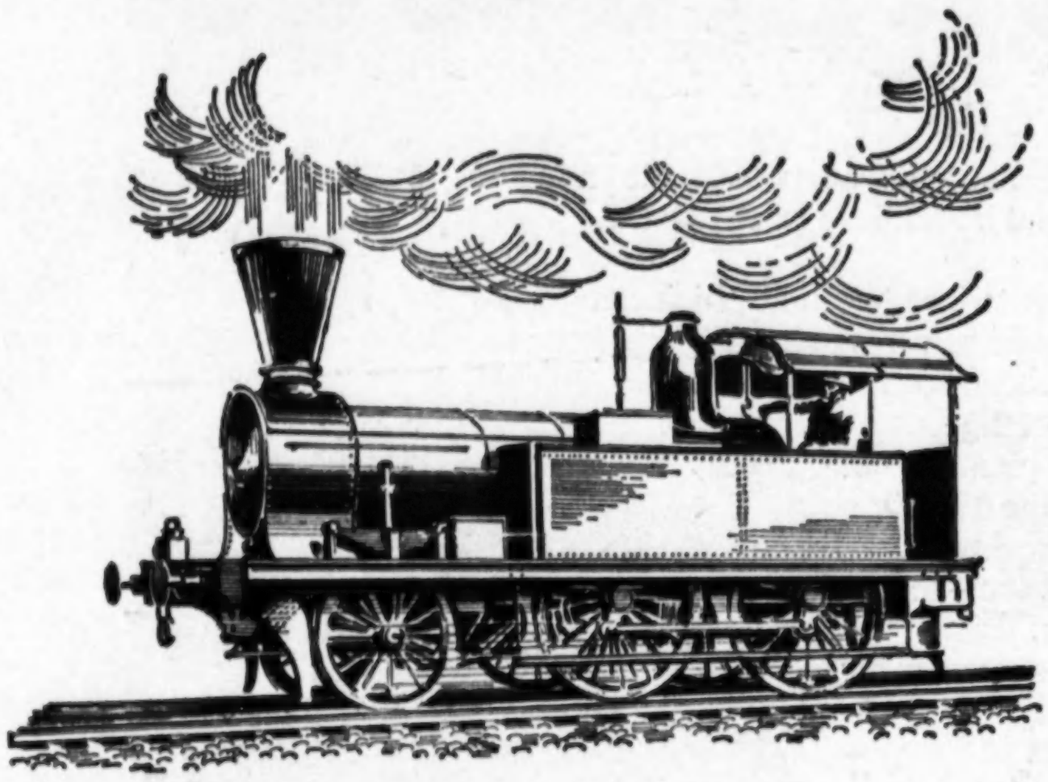
We've got a terminal to match in London too – and we're planning new terminals in New York and Milan. And of course plane-to-plane transfer gets attention – the new DC-8F and DC-9F all-cargo jets are designed to increase the efficiency of cargo handling. Easy to recognise the Alitalia fleet too – see our new all-white aircraft livery with the national colours on the tail fin.

At Alitalia, we always knew ground speed was the key to success in air freight.

We're getting enough business to prove the point. See your forwarding agent then. Or contact Alitalia in London, Manchester, Birmingham, Glasgow or Dublin.

Alitalia Cargo system

The **Pilgrim**
became New Zealand's first railway
locomotive in 1863



**Are you
up to date on New Zealand?**

In that year, the *Pilgrim*, a typical English-built tank locomotive of the period, made the first run from Christchurch to Ferrymead. Today, our country continues to need overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on — to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

NEW ZEALAND

Emergency Protection Authority: Temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received applications for temporary protection of the following items:

Tariff Item	Description
Ex 90.28.00	Decade resistance boxes
Ex 44.25.04	Wooden tool handles, viz.: shovel and similar handles, double bent or Ames pattern, spade handles, double bent type; other tool handles of wood (excluding file, knife and lawnmower, broom, mop, hoe, rake and similar handles)
85.21.08	Mounted piezo electric crystals
Ex 90.28.00	Electrical measuring, checking, analyzing, on automatically controlling instruments and apparatus
39.07.67 70.15.00	Clock and watch glasses, curved, bent, hollowed and the like; glass spheres and segments of spheres of a kind used for the manufacture of clock and watch glasses and the like

The question of temporary protection for those items may at a later date be referred to the Emergency Protection Authority.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting references CRE 820/69, CRE 821/69, CRE 822/69, CRE 823/69, and CRE 824/69 respectively.

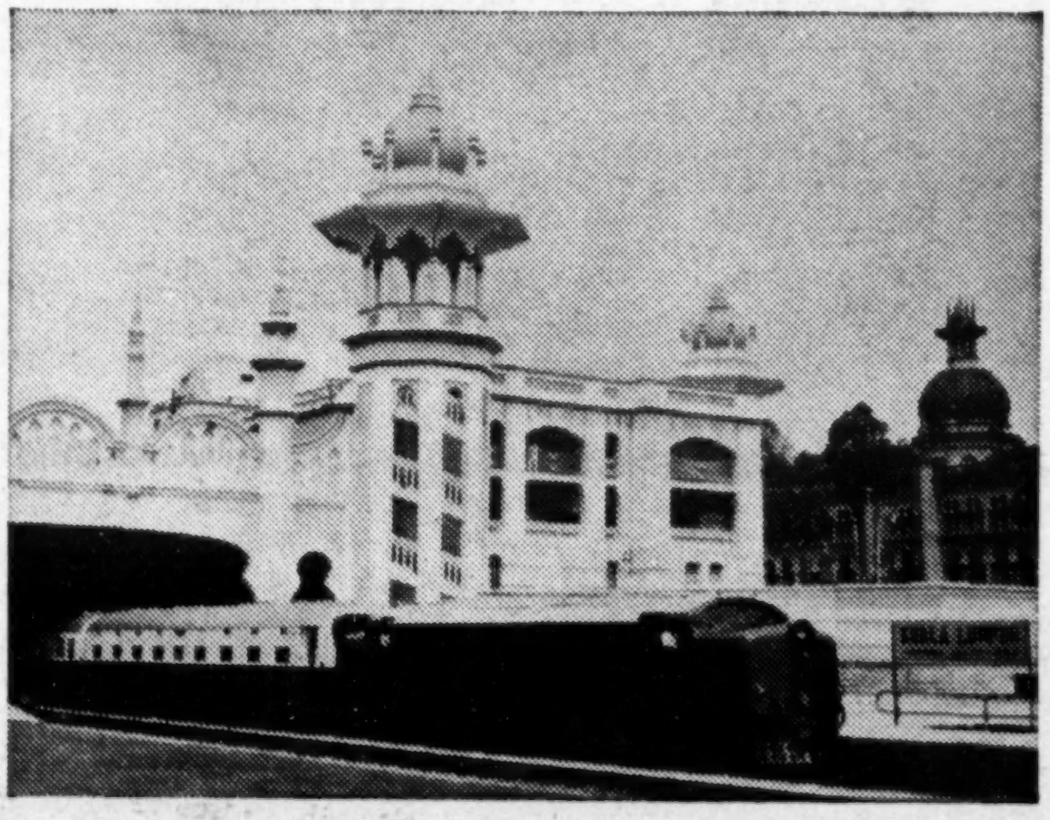
PERU

Motor vehicle assembly

DECREE LAW No. 18079 of December 30, 1969 revises the 1963 law (No. 9140) governing motor vehicle assembly in Peru and specifically prohibits imports of fully assembled vehicles, with the exception of those considered necessary for 'the social and economic development of the nation and those intended for duly-accredited members of the Diplomatic Corps.'

Copies of the decree law may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

LOCOMOTIVES FOR MALAYSIA



A concentrated export drive by English Electric-AEI Traction Ltd. has achieved an order from Malayan Railways for 25 1,760 h.p. main line diesel-electric locomotives and spare parts worth in the neighbourhood of £3 million. Picture shows one of 26 1,500 h.p. Co-Co diesel-electric locomotives designed and built by English Electric-AEI Traction between 1957 and 1959, seen with passenger train leaving Kuala Lumpur station.

Send us your precious, your soft, your large, your urgent.

To us every parcel is important. Whether it's teeny or truck size, we'll take care of it as if it were our own. And while we speed it by jet to major markets around the world, you can be sure it'll be protected and pampered by all the experience of almost half a century of air cargo handling.
Qantas has 10 direct flights a week to South East Asia and Australia—two of them with Palletised jet freighter capacity. More than anyone else.
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WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool 2. and Fountain House, Fenchurch Street, London, E.C.3.

8

EL SALVADOR

Tax on bags and sacks

HM EMBASSY in San Salvador reports that the Salvadorean Government has issued Decree No. 591 of December 12, 1969, imposing a tax of ₡0.30 on the sale, distribution and use of bags and sacks for packaging purposes made with synthetic fibres. Textile materials with any mixture of synthetic fibres imported to make such bags will carry a sales tax of ₡ 1.80 for each gross kilogramme.

GUATEMALA

Import control: cyclamates

THE GUATEMALAN Ministry of Public Health and Social Assistance has prohibited the production, manufacture, processing, importation, export and dispensation of foodstuffs, beverages and the like containing calcium, magnesium, potassium and sodium cyclamates in Guatemala.

All artificial sweeteners containing cyclamates will be considered as medicaments and may be dispensed only in pharmaceutical establishments under strict medical prescription.

VENEZUELA

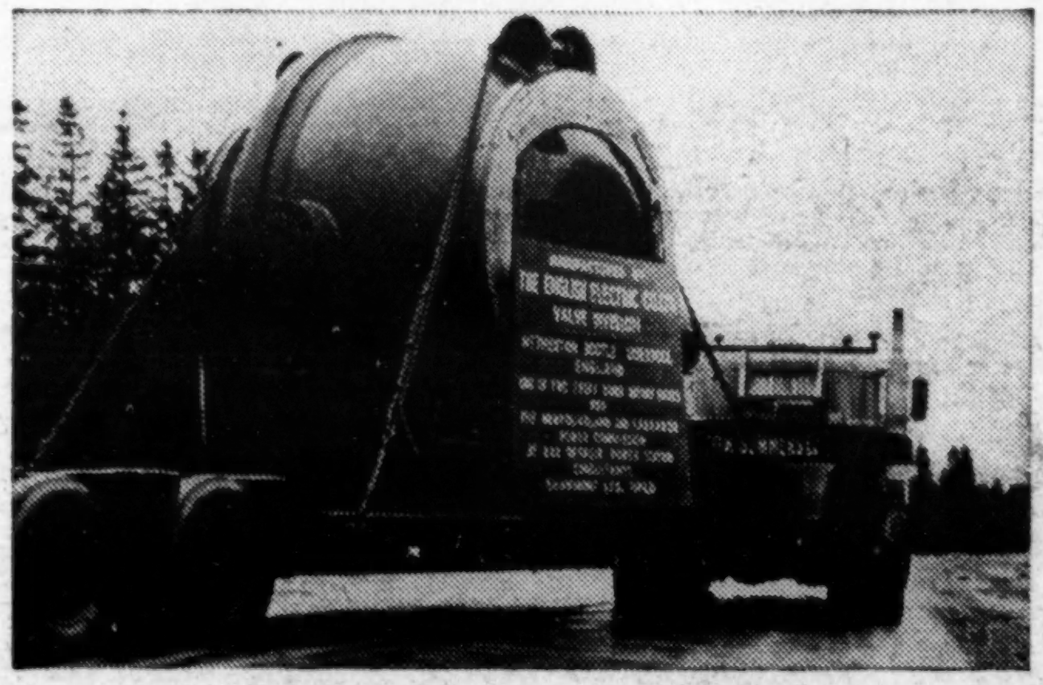
Revised duty rate

BY A DECREE published in the *Official Gazette* of January 13, the rate of import duty applicable to Angostura bitters was revised by Venezuela as follows:

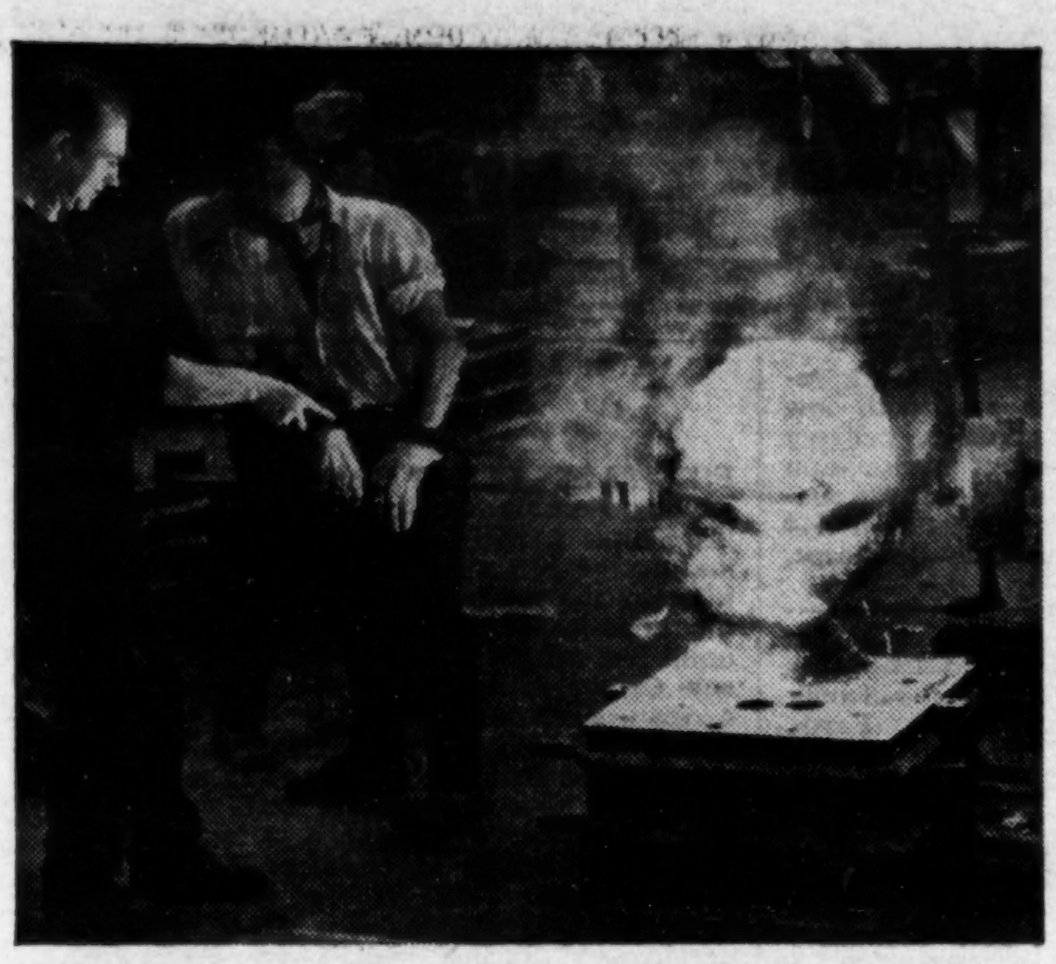
Tariff No.	Description	Specific duty (Bolivars per kilo gross)
112-04-01	Extracts of aromatic bitters, such as Angostura bitters and other similars:	
112-04-01-1	Angostura bitters	2·00
112-04-01-9	Other	10·00

Prior to the above revision the tariff entry consisted only of the main heading (112-04-01) which carried an overall duty of Bs. 10.00 per Kg.

46-TON VALVE FOR BAY D'ESPOIR



A 46-ton turbine shutoff valve for the sixth and final generating unit in the powerhouse at Bay d'Espoir. The huge valve is the main section of an 87-inch diameter penstock shutoff, two of which were manufactured by the English Electric Co. Ltd., Valve Division, for the Newfoundland and Labrador Power Commission. The valve for the fifth unit was delivered earlier. When the final two generating units go into operation in 1970, the Bay d'Espoir project will be turning out 600,000 horsepower of electricity. Each of the six units produces 100,000 horsepower.



Foundrymen at Dewrance Metals of Glasgow, are shown here pouring Austenitic stainless steel into a hand mould for a pump impeller destined for the Canadian chemical industry. In the foreground is the mould for a seat ring of Martensetic stainless steel for part of an Australian order.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD and Tobago Open General Licence has been further amended by the addition of the following items: 621-01 . . . Adhesives with a natural rubber content. 721-04.053 . . . Radios (other than 'car' radios).

CHILE

Correction

IN THE amendments to the Chilean Customs Schedule, reported in the January 21 issue of the *Journal*, specific duties of 0.20 gold pesos were shown in error against the first two items (84.41.01.01. and 84.41.01.09). No specific duty is levied on either item.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following new sub-paragraph to Item 89 (Metal, manufacturers of): '(z). Steel in coils, galvanized or non-galvanized finish.'

Sub-item (vii) of Item 171 (Electrical Accessories) has also been amended and now reads 'Meter Sockets' and not 'Motor Sockets' (see *Board of Trade Journal* of January 21, 1970, page 198).

UNITED STATES

Motor vehicle safety standards: Consumer information

THE *Board of Trade Journal* of December 27, 1968 gave notice of regulations proposed by the United States Federal Highway Administration, which would require manufacturers of passenger cars to provide consumer information on side intrusion protection of passenger compartments.

After consideration of the comments received, the Federal Highway Administration has issued revised proposals, and has invited further comments from interested parties up to April 20, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397, Ref. FR 21.1.70).

Control of electronic product radiation

THE *Board of Trade Journal* of June 18, 1969, gave notice of proposals of the United States Department of Health, Education and Welfare, for procedural regulations under tht United States Radiation Control for Health and Safety Act of 1968, relating to both domestic and imported electronic products.

After consideration of the comments received, the Department of Health, Education and Welfare, has published revised procedural regulations which became effective on January 22, 1970.

In addition, the United States Bureau of Customs has issued regulations prescribing customs procedures for the admission, or refusal, of electronic products subject to the above act which also became effective on January 22, 1970.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section, United States), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457, Ref. FR 22.1.70).

The 500,000th export Land-Rover comes off the assembly lines at the Rover Co. Ltd., Solihull works. In the picture (left to right) are: Mr. B. Jackman, general manager; Sir George Farmer, chairman; Mr. Bernard Middleton, driver; Mr. A. B. Smith, managing director; Mr. T. Barton, chief engineer, Land-Rover, with the assembly line staff.

Mr. Julian Clifford, who has joined the Clothing Export Council as new head of the menswear division, seen leaving Heathrow Airport for New York on his first mission. Mr. Clifford led a hard-sell mission of British menswear manufacturers who were showing their autumn 1970 ranges at the Warwick Hotel from January 23 to 31. Mr. Clifford was formerly menswear manager for Eastons of Canada head European office in London.

MISCELLANEOUS ADVERTISEMENTS

6l per line minimum 30l payable in advance

Orders for advertisements should be addressed to HM Stationery Office Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to Box No Board of Trade Journal, Room D94 Atlantic House, Holborn Viaduct, London, E.C.1

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CANADA

Control of copper and copper scrap exports

THE CANADIAN Minister of Industry, Trade and Commerce made the following statement on January 14. 'All forms of copper and copper scrap have been placed under export control to all destinations, effective January 13, 1970.

'This action is necessary in view of the lower price of refined copper in Canada as compared with all other countries. The control is designed to prevent any abnormal flow of Canadian copper required for consumption in Canada to higher priced markets in other countries. Copper already in transit may be exported without permit until midnight January 19.'

The Hudson's Bay Company

BUSINESSMEN IN the consumer goods field, who during visits to Canada plan to contact the Hudson's Bay Company, are advised to make an appointment through the company's British buying office: Associated Merchandising Corporation, 1b Baker Street, London, W.C.1 (Tel. 01-486 4721) before leaving Britain.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 600 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

NATIONAL REFERENCE LIBRARY OF SCIENCE AND INVENTION (Holborn Division)

'In London, I suppose, we may find every book that should be found anywhere' – James Boswell.

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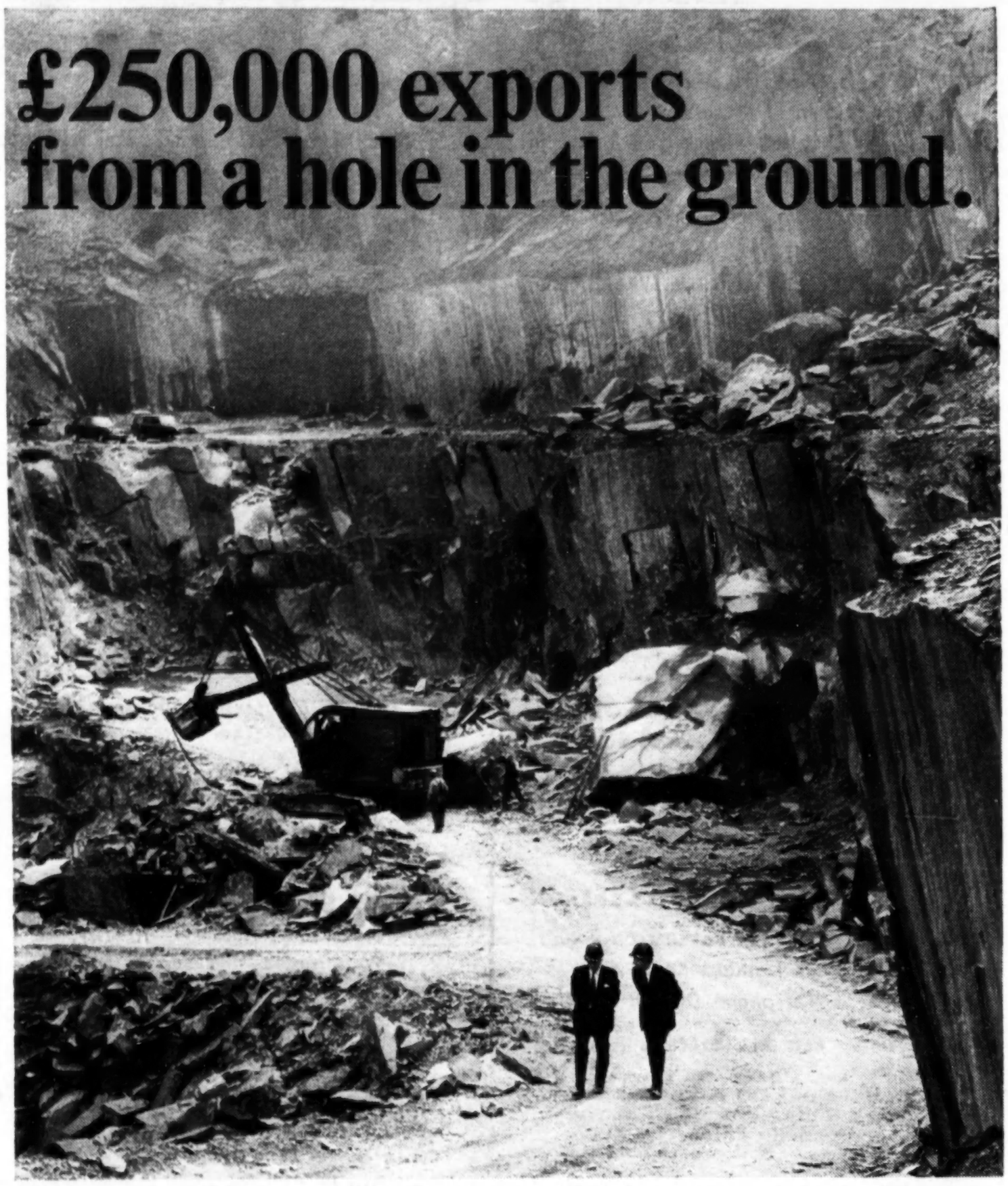

Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

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